

First Class Floor Will Save Time and Money See p. 23

Vol. 76

THE

No. 15  
U. S. Department of Agriculture

# NATIONAL PROVISIONER

CHICAGO AND NEW YORK

Copyright, 1927, by The National Provisioner, Inc.  
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APRIL 9, 1927

If It's

*Rohe* "Regal"

The Quality Is Unexcelled

Sausage

Hams

Bacon

and

Lard



ROHE & BROTHER

Established 1857

527-543 West 36th Street

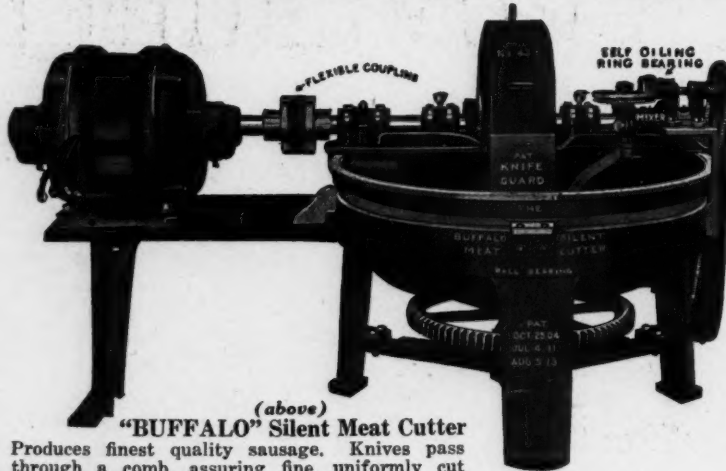
New York City

Export Office: 344 Produce Exchange

Smoked Hams — Complete Directions for Handling Given on page 30

# A Complete Line of Sausage Equipment

QUALITY BUILT—is the reason why "BUFFALO" is the leading sausage equipment throughout the World today



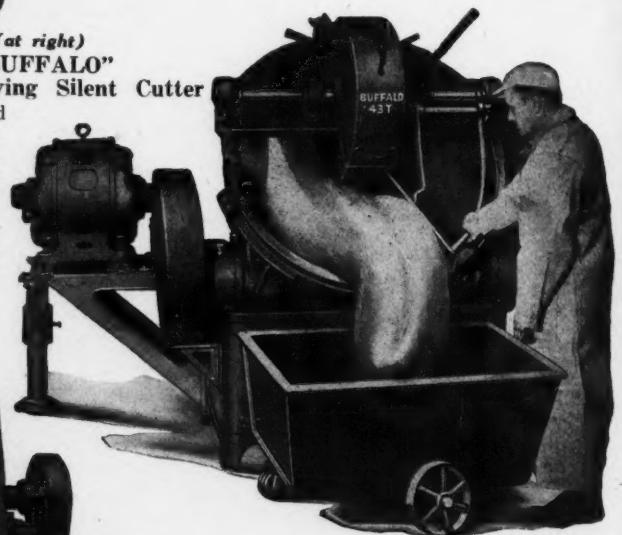
(above)  
**"BUFFALO" Silent Meat Cutter**  
 Produces finest quality sausage. Knives pass through a comb, assuring fine, uniformly cut meat; no lumps or cords.



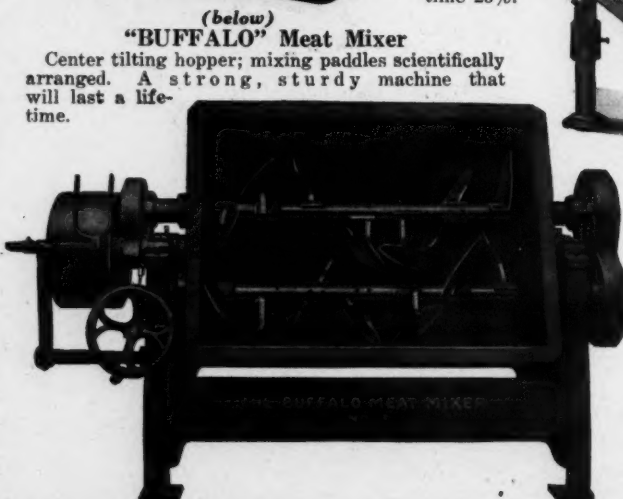
(above)  
**"BUFFALO" Air Stuffer**  
 Most sanitary stuffer on the market. Made in 4 sizes: 100 lbs., 150 lbs., 250 lbs., and 500 lbs.—full capacity.



(at left)  
**"BUFFALO" Meat Grinder**  
 Built heavy and powerful. Cuts toughest, large chunks of meat through fine plate in one operation. Patented device prevents meat working out of cylinder into bearings.



(at right)  
**"BUFFALO" Self-Emptying Silent Cutter**  
 Cuts and empties a bowl of meat in 4 minutes without touching the meat by hand. Reduces cutting time 25%.



(below)  
**"BUFFALO" Meat Mixer**  
 Center tilting hopper; mixing paddles scientifically arranged. A strong, sturdy machine that will last a lifetime.

Write for list of users, prices, etc.

**John E. Smith's Sons Co.**

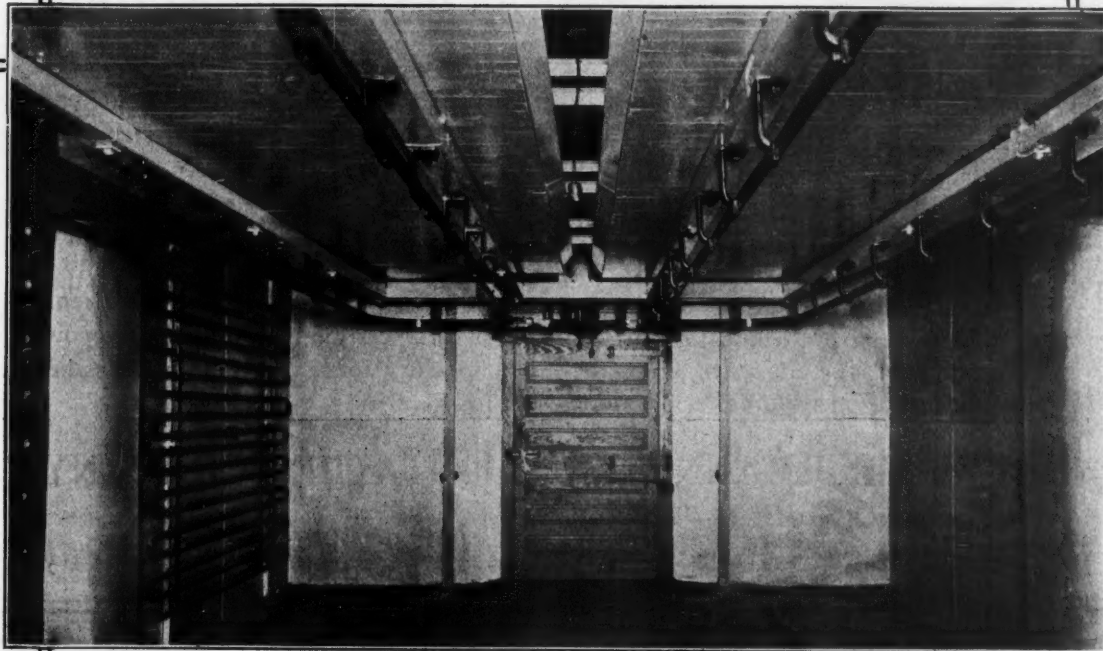
Patentees and Manufacturers

50 Broadway Buffalo, N. Y., U.S.A.

Backed by 57 years' experience building Quality Sausage Making Machines

# Aluminum Paint

## Protects the Freezer Room of the Mutual Sausage Company



Freezer Room of Mutual Sausage Company—Painted with Aluminum Paint

"AFTER experimenting with the various other paints to avoid 'bleeding through' of asphalt in connection with applying the insulation, we tried Aluminum Paint—and found it to give entire satisfaction. We have also used Aluminum Paint as an under coat for white enamel and have found it very satisfactory."

This is what the Packers Architectural and Engineering Company stated in connection with the above job.



Trade Mark  
The best grade of Aluminum Paint consists of ALBRON (Aluminum Bronze Powder) and a suitable vehicle of oil or varnish. ALBRON pigment is always made of Pure ALCOA Aluminum.

This is another testimonial of the unusual value of Aluminum Paint for the protection of refrigerator rooms.

Aluminum Paint is non-poisonous—and a feeling of safety and security follows its use wherever foods are stored. It has a bright easy-to-clean surface that is a visual evidence of care and sanitation.

The full details are given in a booklet, "Aluminum Paint." Write for a copy and get them.

## Aluminum Company of America

2456 Oliver Building, Pittsburgh, Pa.

Offices in 18 Principal American Cities

Albany, N. Y.  
Boston, Mass.  
Buffalo, N. Y.

Chicago, Ill.  
Cleveland, O.  
Dayton, O.  
St. Louis, Mo.

Detroit, Mich.  
Indianapolis, Ind.  
Kansas City, Mo.  
Toledo, Ohio

New Haven, Conn.  
Newark, N. J.  
New York, N. Y.

Philadelphia, Pa.  
Pittsburgh, Pa.  
San Francisco, Cal.  
Washington, D. C.

ALUMINUM COMPANY OF CANADA, LTD., Toronto, Montreal, Canada

## ALUMINUM IN EVERY COMMERCIAL FORM

### Brief Facts About Aluminum Paint

—Consists solely of pure Aluminum Bronze Powder mixed with a suitable vehicle of oil or varnish.

—Flakes of powder "leaf" together when paint is applied, forming rustproof—waterproof—weatherproof coating.

—Protects longer and stays clean longer than ordinary paints.

—Can be sprayed or brushed on as desired.

—Costs no more—first and last—than other kinds of paint.

—Sounds a new note in factory treatment.





## SHIPPERS of SAUSAGE *need this unique container*

Sausage shipped without ice; spoilage in transit no longer an item of loss; icing and re-icing costs eliminated—these are just a few of the advantages of Balsa Boxes, the remarkable containers for shipping perishable goods.

The wood from which these boxes are made is imported from tropical countries. Being composed of cells filled with air, in the place of usual wood-fibre, provides

complete insulation against heat and cold. It is lighter than cork, strong as pine, resilient as spruce. And as made into boxes, serves as a wooden "vacuum bottle" to protect your goods.

Balsa boxes are made in several convenient sizes or can be made up to suit your own specifications. Write to address below for details.

### THE FLEISCHMANN TRANSPORTATION COMPANY

*Balsa Box Department*

695 Washington Street

New York City



### Victory Brand Hams

The Chas. Sucher Packing Co., Dayton, Ohio, finds in WEST CARROLLTON GENUINE VEGETABLE PARCHMENT the qualities to properly protect and attractively present its high-grade products.

## A good wrapper is good for business

A good wrapper secures consumer acceptance and dealer cooperation. A good wrapper protects its contents. It travels safely. It dresses the dealer's windows and shelves, helping his sales and advertising your brand.

Such a wrapper for meat products is not hard to find. WEST CARROLLTON GENUINE VEGETABLE PARCHMENT fills every need. Odorless, tasteless, moisture, grease and dirt-proof, it insures complete protection and presents the product attractively and appetizingly.

*Send samples of your present  
wrappers for quotation.*

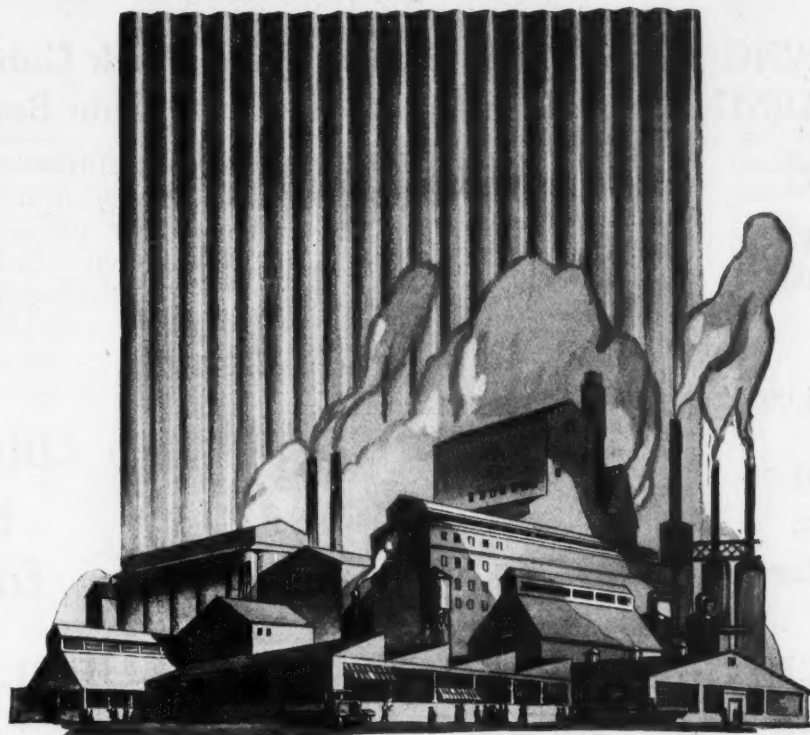
## WEST CARROLLTON GENUINE VEGETABLE PARCHMENT

The West Carrollton Parchment Company

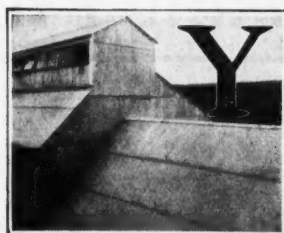
West Carrollton, Ohio



# TRANSITE



*—doesn't ask a cent for up-keep*



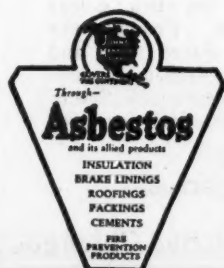
Thousands of dollars have been saved by replacing roofing and siding that rots and corrodes with everlasting Transite

YOU will save yourself a lot of money and trouble if you cover your steel frame buildings with Transite. This corrugated rock roofing and siding never needs paint.

Transite is made of asbestos fibre and Portland cement. It can't rot, rust or burn. It asks no repairs or replacements. Transite is ideal for all steel frame buildings that are in any way exposed to corrosives. Weather, time and fire can't harm it.

Protect all your frame-work buildings with this permanent roofing and siding. Transite helps to cut down excessive up-keep costs.

JOHNS-MANVILLE CORPORATION, Madison Ave. at 41st St., New York  
Branches in all large cities For Canada: Canadian Johns-Manville Co., Ltd., Toronto



## JOHNS-MANVILLE

TRANSITE ASBESTOS CORRUGATED  
ROOFING AND SIDING

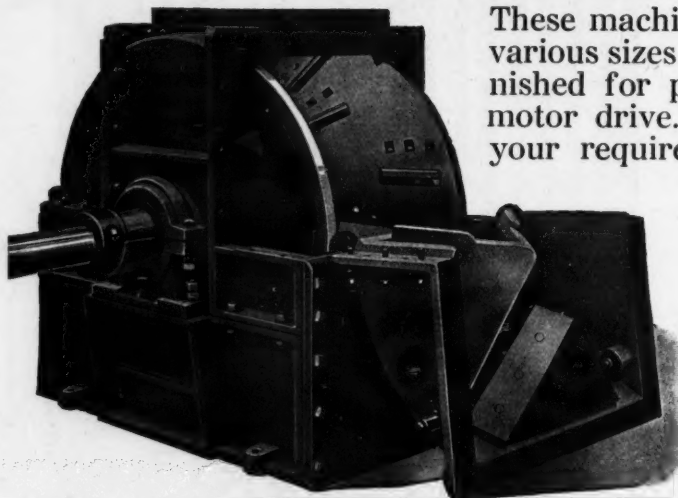
# THE HOG OF HOGS

for

**HASHING** Cattle Pecks, Slunks, Tripe, Black Guts, Etc.  
**SHREDDING** Condemned Carcasses, Skulls, Shin Bones, Etc.

**Priced  
from  
\$575.00  
to  
\$2,500.00**

**Sold on  
Positive  
Guarantee  
by**



These machines are built in various sizes and can be furnished for pulley or direct motor drive. Let us know your requirements and we shall recommend proper size

**DIAMOND  
HOG  
for you**

**THE CINCINNATI BUTCHERS' SUPPLY CO.**

CHICAGO BRANCH  
3907-11 S. Halsted St.

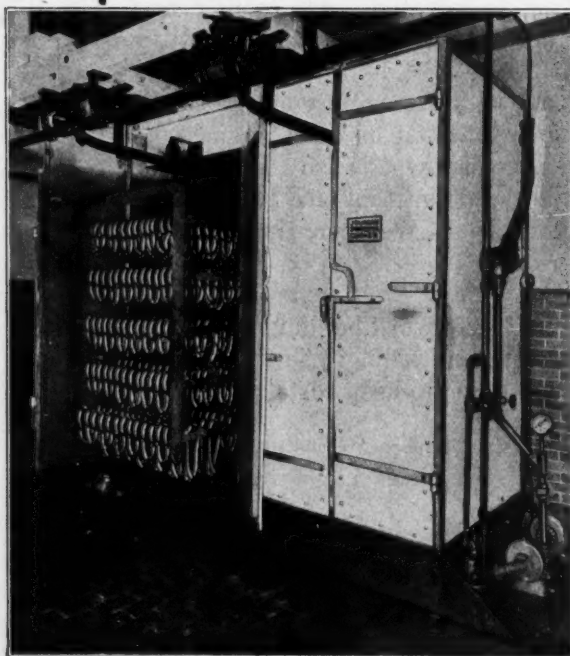
Killing  
Outfits

Manufacturers  
"BOSS" Machines

Sausage & Rendering  
Outfits

Factory and Main Office: 1972-2008  
Central Ave., CINCINNATI, OHIO

## Solving the Sausage Cooking Problem



The Latest Development in  
Sausage Cooking  
**The Jourdan Process Cooker**

(Patent Pending)

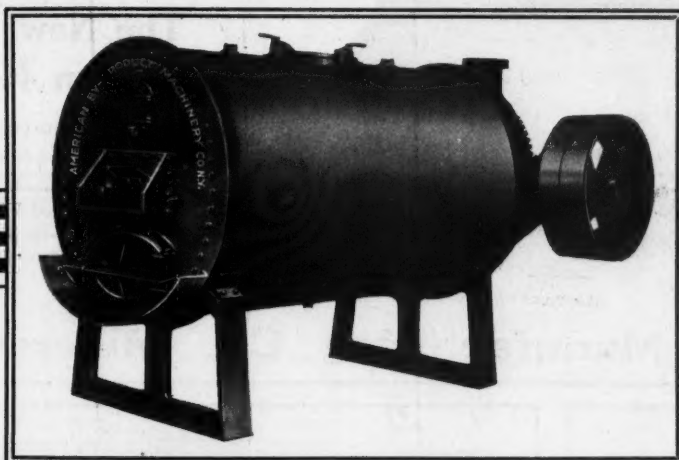
**Not a Steam Box      Not a Spray  
But a Temperature Controlled  
HOT WATER DOUCHE**

**Perfected After Years of Experiments**

Cooks quicker and with absolute uniformity on the rail—on the cage—on the stick; colors while cooking when desired. Product not touched by human hands. Saves time and labor—quickly pays for itself. Improves product both in quality and appearance. Many other advantages make it a practical necessity in any sausage plant.

*Write Today for Full Details*

**JOURDAN PROCESS COOKER CO., 814-832 W. 20th St., Chicago**



## A Saving of 20 to 40%

A Saving in time in dry rendering results in a

Saving of Steam  
Saving of Power  
Saving of Labor  
Saving of Money

The American Rapid Advanced Type Dry Rendering System and method is operated so that a saving of from 20% to 40% is effected as compared with similar methods.

These are results of not a few years, but of many years' experience in Dry Rendering which have resulted in an improved Dry Rendering Method—the AMERICAN.

*We have a convenient sales plan whereby installations may be made on a self-paying basis. Write for full information.*

**American**  
**All-Steel**  
(ADVANCED TYPE)  
**DRY MELTER**

**AMERICAN BY-PRODUCT MACHINERY CO.**  
**26 CORTLANDT ST.—NEW YORK**



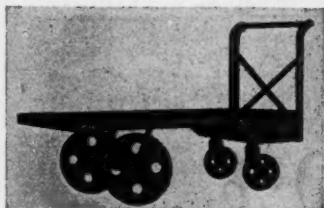


## The New Improved Bausman Hog Scalding

No longer are you compelled to use hoisting appliances. No heavy lifting to get the hog from the bath. Will save half the time originally required to scald. Furnished with or without fire box for heating water.

Ask your Supply House for details or write us direct

**Bausman Manufacturing Co., Millersville, Pa.**



### Platform Truck No. 225

Heavy duty design for general packing house use. Platform and end rack hot galvanized. Mounted on 12" diameter broad face roller bearing wheels and 6" swivel casters.

OVERALL DIMENSIONS			
Length 54"	Width 30"	Height 15"	Weight 250 lbs.

Other sizes furnished if desired

**MARKET FORGE CO.**  
Everett, Mass.

Making Trucks and Racks Since 1897  
Write for our catalog



### No. 104 Curing Pan Truck

Pan size  
30"x40"x6"  
deep.

Made of No. 12  
steel, welded  
seams.  
Galvanized.  
Malleable  
Wheels.

Length 48"  
Width 36"  
Height 50"

**The Globe  
Company**

824 W. 36th St.,  
Chicago

## Shrouding Pins



Pat.  
Appd.  
for

### To Clothe Beef

Turn out your beef  
sides the new way—  
bright, fresh and  
clean!

Made from tempered  
spring wire with  
new style washer to  
prevent tearing  
cloth.

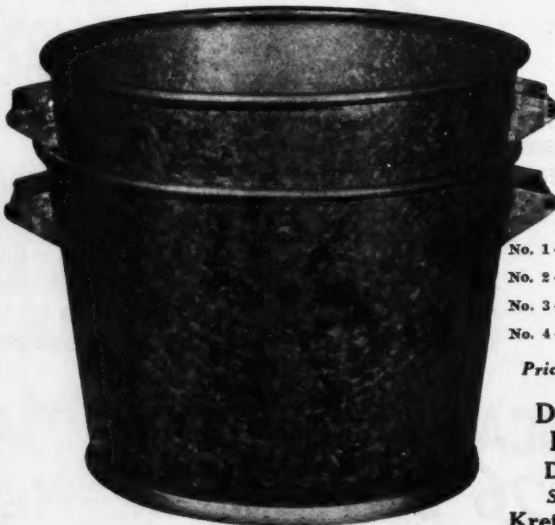
Write for Samples

We manufacture springs  
for all purposes, from  
brass—bronze—monel  
metal and steel.

Also made with-  
out washers

**Muehlhausen Spring Co.**  
5841 So. Loomis Blvd.  
Chicago, Ill.

## GALVANIZED STEEL TUBS



Made of  
20 Gauge  
Galvanized  
Steel

Reinforced around  
the top with 7/16  
steel rod.

Reinforced around  
the bottom with  
3/4 x 3/4 x 1/4 angle  
iron.

STOCK SIZES	
No. 1—15" diameter, 12" high	\$2.50 Each
No. 2—15" diameter, 18" high	\$2.75 Each
No. 3—18" diameter, 12" high	\$3.00 Each
No. 4—24" diameter, 11" high	\$3.75 Each

Prices quoted are F. O. B.  
Dubuque, Iowa

**Dubuque Steel  
Products Co.**

Dubuque, Iowa  
Sheet Metal Dept.  
Kretschmer Mfg. Co.

Another Quality Product

**HORMEL**  
GOOD FOOD



Monel Metal table tops in the sausage stuffing department of George A. Hormel & Co., Austin, Minn.

Monel Metal table tops in the fancy sausage packing department of the Hormel plant.

## Protected by Monel Metal's CLEANLINESS

**W**HEN you employ Monel Metal packing equipment you erect a barricade against contamination. Monel Metal equipment is inherently clean—and, as you know, cleanliness is essential, if your reputation and profits depend upon the purity and wholesomeness of your products.

Monel Metal is used in practically every branch of the food handling business. It has won its way to preference because in addition to being inherently clean, it is tough and strong as steel—highly resistant to denting and scratching as well as resistant to

corrosion. Its rare combination of properties assures the permanence of its attractive silvery appearance. It has no coating to wear off.

In modern packing plants, Monel Metal is now being used for table tops, machinery parts, conveying boxes, pans, utensils, etc.—for all parts coming in contact with the food. Your manufacturer can supply you with Monel Metal equipment when you specify it. Ask him for full details or write direct to us for complete information about Monel Metal.

SEND FOR "LIST B" OF MONEL METAL AND NICKEL LITERATURE

Monel Metal is a technically controlled Nickel-Copper alloy of high nickel content. It is mined, smelted, refined, rolled and marketed solely by The International Nickel Company. The name "Monel Metal" is a registered trade mark.



**Monel**

**metal**



THE INTERNATIONAL NICKEL COMPANY (INC.), 67 WALL STREET, NEW YORK CITY



## Avoid Sausage Troubles by Using

Superior No. 6 O. K.    Superior No. 6    The Famous Superior V-Hole Plates  
Shear Cut Knives    Angle-Hole Plates

They are Perfectly Constructed — Durable—Highest Quality—Most Serviceable

Send for Price List and Information

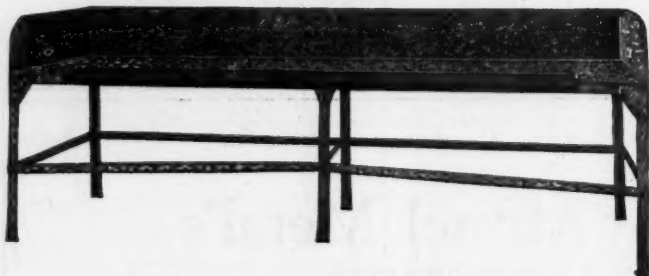
## The Specialty Manufacturers Sales Co.

Represented by Chas. W. Dieckmann

Main Office, 2021 Grace St., CHICAGO

Telephone Lakeview 4325

## Trimming Table No. 19



These are also made in any other style or size to suit

THIS trimming table is made of No. 12 gauge steel with angle iron legs all heavily galvanized. The 2"x12" clear maple cutting board is removable so as to clean easily. The back and ends are 12" high.

Length, overall .....	10'
Width, overall .....	36"
Height, overall .....	44"
Height of board .....	32"
Weight, crated .....	490 lbs.

**B. F. Nell & Company**  
620 West Pershing Road  
Chicago, Ill.

THE MOLD



## "Perfection" TWO-PIN SAUSAGE MOLD

Investing a few dollars in this modern equipment will help your sausage department show greater dividends than ever before.

**SAUSAGE MOLD CORPORATION**

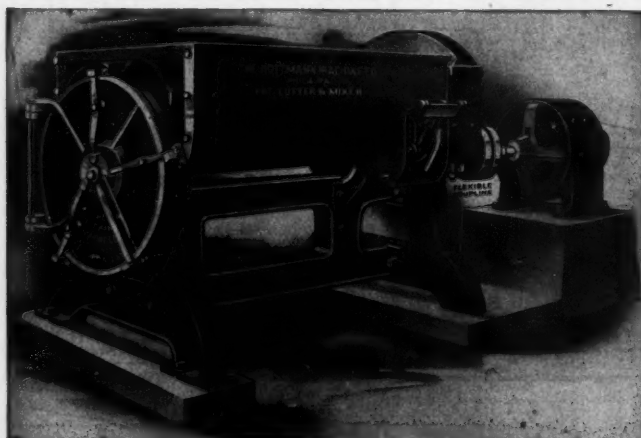
LOUISVILLE, KY.

Incorporated

THE PRODUCT



MADE IN U. S. A.



IN THIS WORLD

## The Greatest Meat Cutter and Mixer Combined

Sanitary Beyond Comparison

Replacing Other Equipment Everywhere

Write for Prices

**The Hottmann Machine Company**

3325-43 Allen St.

PHILADELPHIA, PA.



# We Want 100% of the Sausage Makers to Know These True Facts

## Sausage Makers! If Wanting New Cutter

We Pay Your Fare to Cincinnati to Convince  
You That Our New Type "BOSS" Cutters  
with Rapid Unloader from Level Bowl

Patented April 28, 1925, and May 4, 1926

## Are Over 100% Faster Than Others

Simplest and Easiest to Operate!

Doing Cleanest and Most Perfect Work!

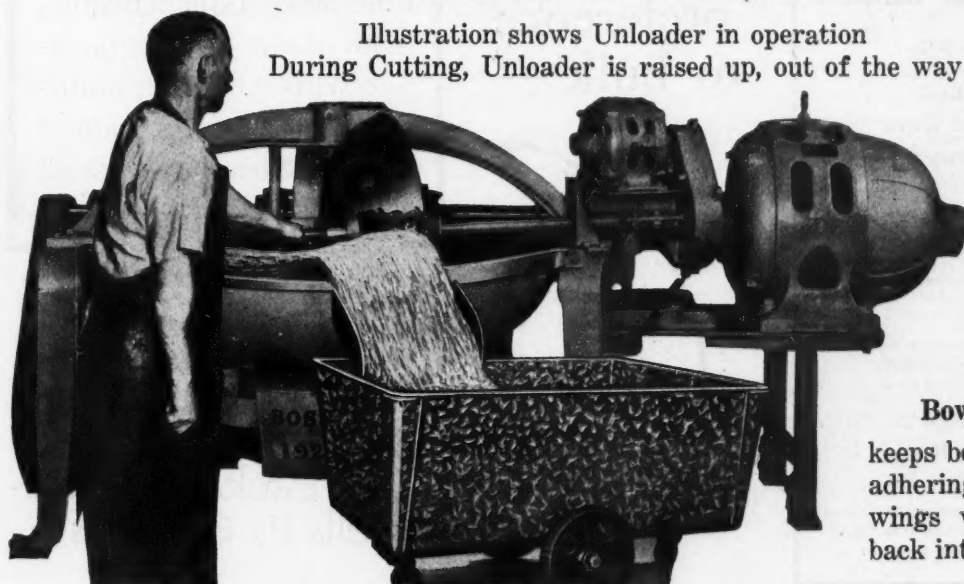
## "BOSS" Jumbo—World's Only 500 lb. Cutter

Bowl 56 in., 500 lbs. capacity 9 Knives 50 Horsepower Motor

Bowl 43 in., 250 lbs. capacity 7 Knives 25 Horsepower Motor

Time for unloading  $\frac{1}{2}$  minute (30 seconds); No Bowl Tilting!

Illustration shows Unloader in operation  
During Cutting, Unloader is raised up, out of the way



### Bowl Shaver

keeps bowl free from  
adhering fats; its  
wings work the fat  
back into the meat.

A visit to our mammoth manufacturing plant and meeting our  
officers and engineers will be worth your time.

You can see "BOSS" Machines for Hog and Beef Killing, Sau-  
sage Making, Prime Rendering, etc., in operation, and post your-  
self on their superior merits.

## THE CINCINNATI BUTCHERS' SUPPLY CO.

CHICAGO BRANCH  
3907-11 S. Halsted St.

Killing  
Outfits

Manufacturers  
"BOSS" Machines

Sausage & Rendering  
Outfits

Factory and Main Office: 1972-2008  
Central Ave., CINCINNATI, OHIO

The Man Who  
Knows.The Man You  
Knew.

## To Make Better Sausage You Must Have Better Seasonings!

You all have good meats, but you do not all have good SEASONINGS. Better Seasonings make better Sausage. Our SEASONINGS are the best that can be made. Seeing is believing, trying is convincing. Let us send you a trial order.

### H. J. MAYER & SONS CO.

6821-23 S. Ashland Ave.

CHICAGO, ILL.

Makers of the Famous GENUINE H. J. MAYER Special Frankfurter, Bologna, Pork Sausage (with and without sage), Braunschweiger Liver, Summer (Mettwurst), and Rouladen Delicatessen Seasonings and SPECIAL NEVERFAIL CURING COMPOUND

All our Products are guaranteed to comply with the B. A. I. regulations

## Godchaux's CURING SUGAR

Tested by the Department  
of Research, Institute of  
American Meat Packers

Try it! Test it! Once used,  
it becomes your standard

### ASSURES

Quality Product  
Uniformity of Cure  
Material Saving in Cost

#### PRICE

In 100 lb. Bags.....\$5.50  
per cwt. f.o.b. Reserve, La.  
In 250 lb. Bags.....\$5.40  
per cwt. f.o.b. Reserve, La.  
Subject to usual sugar trade terms of  
2 per cent cash discount.

Specially prepared for the  
Meat Industry in the mod-  
ern Sugar Refinery of

GODCHAUX SUGARS, INC.

Godchaux Building,  
NEW ORLEANS, LA.

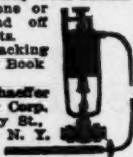
Let us have your inquiries. Delivered  
prices, both carloads and less than  
carloads, quoted on request.

## AMERICAN INSTRUMENTS

for the promotion of efficiency in the packing,  
sausage making and allied industries. They  
cut out guesswork and do away with shrink-  
age, underdone or  
overdone and off  
color products.



Write for Packing  
House Text Book  
N-49.  
American Schaeffer  
& Budenberg Corp.  
331 Berry St.,  
Brooklyn, N. Y.



She buys  
packaged  
sausage  
meat in  
preference  
to bulk —

Packaged foods are the  
rule rather than excep-  
tion—it is natural for her  
to prefer packaged sau-  
sage meat—she feels se-  
cure as to quality and a  
cleanliness not obtain-  
able with bulk sausage.  
Your name on this pack-  
age wins customer confi-  
dence, creates added  
sales. Shall we send  
samples?

## KLEEN KUP

The Package That  
Sells Its Contents

Mono Service Co.  
NEWARK NEW JERSEY



# Fairbanks Dial Scales pay for themselves in the time they save

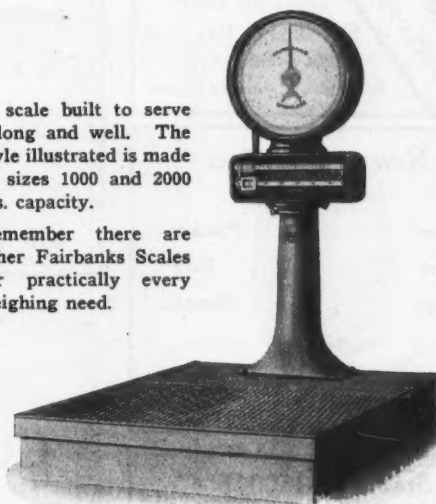
On the scale—*one glance*—off again. That's the *quick* way of weighing—the Fairbanks Dial Scale way. No handling of weights. No guesses. No mental calculations. The Fairbanks Dial tells the accurate weight—the complete weight. The most inexperienced weigher can't go wrong.

You weigh loads as fast as they are moved on and off the platform. You save men—save time—save money. Your rush shipments leave on time when you use Fairbanks "split-second" weighing.

The simplicity of every part of the Fairbanks Dial Scale assures greater durability and *sustained* accuracy. This more modern, efficient scale was so designed as to reduce the number of parts in the weighing mechanism to absolute minimum—then to make these parts of highest quality, with the highest degree of precision. The experience of almost a century of scale building is clearly reflected in this scale, which, in its class, stands alone—the Fairbanks Dial Scale.

A scale built to serve—long and well. The style illustrated is made in sizes 1000 and 2000 lbs. capacity.

Remember there are other Fairbanks Scales for practically every weighing need.



## Fairbanks Scales

Preferred the  World Over

FAIRBANKS, MORSE & CO., Chicago

And 40 other principal cities in the United States—a service station at each house



## Boiled Ham Shrinkage Reduced



Prague Salt Saves 7 to 11% Shrinkage

Color Improved

Cure Complete in 7 Days

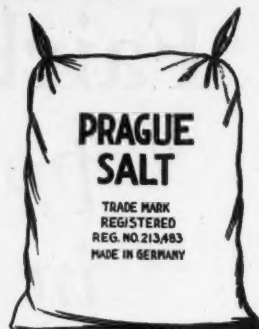
These Salts have the Quality of deep penetration. CURES—FAST—SAFE.  
Brine Bacon 3 to 5 days, Sausage Meat 24 to 48 hours.

Prague Salt passes B. A. I.

**GRIFFITH LABORATORIES**

4103 So. La Salle St.

Chicago, Ill.



For Curing  
and  
Packing  
Meats  
Use

**Clean Crystal Salt**  
Jefferson Island  
Salt Mining Co., Inc.  
Louisville, Ky.  
Stocks in Principal Cities

Over  
99% Pure

Jefferson Island  
Salt Mining Co., Inc.  
Louisville, Ky.  
Stocks in Principal Cities

**New Curing Vats**

Dozier  
Meat  
Crates



Packing  
Box  
Shooks

**B. C. SHEAHAN CO.**  
166 W. Jackson Blvd. Chicago

**Standard 1500-lb.**



**Ham  
Curing  
Casks**

Manufactured by  
**Bott Bros. Mfg. Co.** WARSAW  
ILLINOIS  
Write for Prices and Delivery

When You Write  
The Advertiser  
Mention

THE NATIONAL PROVISIONER

## The Stockinet Smoking Process

U. S. Letters Patent No. 1,122,715.

Saves

**Labor  
Trimming  
Shrinkage**



Smoke Your Meats in Stockinets and Get Uniformity, Sanitation,  
SQUARE Butts and Appearance  
To get large sales, your Mr. Quality should have the assistance  
of Mr. Stockinet appearance  
Numerous Packers Throughout the Country Are  
Why Not You?

For Further Particulars Write or Phone

**Thomas F. Keeley, Licensor**

516 E. 28th St., Chicago, Ill.

Telephone Calumet 0349

## St. Regis "Packers Wax" Provides COMPLETE PROTECTION At Lowest Cost

FOR a quarter of a century Packers Oiled Manila has been our leading specialty and during that period we have never had a rejection because of quality.

ST. REGIS Oiled Manila completely protects meat from moisture, and other contamination. It fortifies the high quality of your products which is so necessary to good-will and better business.

Send for samples and complete information

**St. Regis Paper Company**  
49 Wall Street — New York

## *Now is the Time*

to check up your ham boiling department  
and get your equipment ready for  
the seasonal rush.

Remember—worn out, damaged, or obsolete  
Ham Boilers can be traded in on the pur-  
chase of new ones. Send for our schedule.



## **HAM BOILER CORPORATION**

**1762 Westchester Avenue**

**New York City**

**Factory: Port Chester, N. Y.**

**European Representative: The Brecht Co., 6 Stanley St., Liverpool and 12 Bow Lane, London**

**Canadian Representative: Gould, Shapley & Muir Co., Ltd., Brantford, Ontario**

## H. & H. Electrical Pork Scribe Saw

Eliminates Scribe Marks—Increases Belly Yields  
 Reduces Operating Costs—Makes Larger Profits  
 Replaces old method of hand scribing—Reduces Sales Resistance  
 Avoids miscut loins originating at the scribe.  
 No ragged edges of bone left on loin or spareribs making it easier to pull loin, and improving appearance.  
 Lifting of ribs made easier due to no ragged edges of bone, also making it possible to raise ribs without removing part of belly meat.  
 Results: Rib yield lower, belly yield increased.  
 Adjustable guard will scribe large or small hogs.  
 No radical changes necessary to install machine to realize its merits.  
 Improves all pork product so that there is no comparison between machine scribing and hand scribing.

**BEST & DONOVAN**

Sole Distributors

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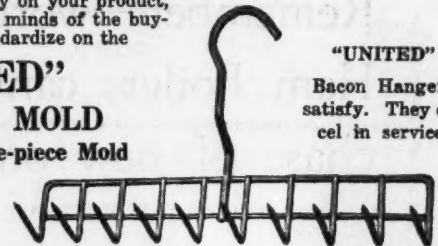


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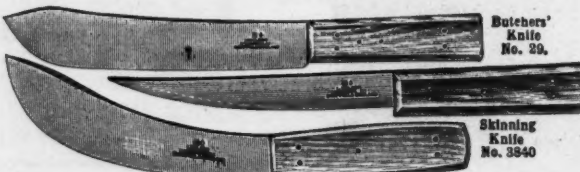
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*Note—Do not use the customary sheet of heavy absorbent paper between the two sheets of Parchment. It is not necessary.*

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there would be

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said the man whose elevator we had changed over to the Ridgway Steam-Hydraulic.

The machines were working noiselessly and speedily and stuff was getting through the factory as never before in its history.

**And the Elevators Were Not Costing One Cent for Power.**

The Elevators were being driven from the regular boiler plant and they were not burning one pound more coal after the Ridgway Elevators were put in than before.

The old elevators were operated from outside current (and inside cussin'!).

At the present moment we are changing elevators for the Greatest Concerns all over the land.

**The Smart Ones are Tired of**

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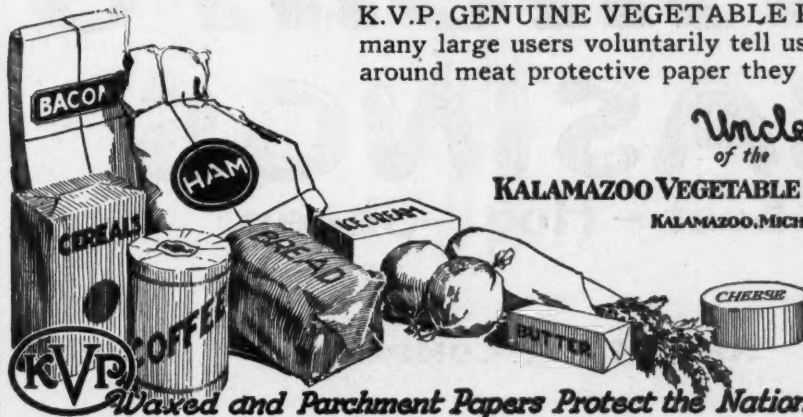


## Uncle Jake says—

"The reason many men talk so incessantly about life's fitful fever is because they never do enough hard work to get up a sweat."

We are not only working hard, but we believe we are also working intelligently to the end that we may furnish you with the best paper for the meat merchant that it is possible to produce.

**K.V.P. GENUINE VEGETABLE PARCHMENT,**  
many large users voluntarily tell us, is the best all around meat protective paper they ever used.



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*Waxed and Parchment Papers Protect the Nations Food.*



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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

PUBLISHED EVERY SATURDAY

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Vol. 76

Chicago and New York, April 9, 1927

No. 15

## *Good Packinghouse Floor is Money Saver*

### **Costly Delays and Possible Injuries to Employees Avoided By Durable, Slip Proof Floor**

*"Be careful of that floor, it's pretty slippery."*

*"Look out for that hole in the floor, Bill—don't run your truck into it."*

How often have you heard expressions like that in your plant?

Did you ever stop to think of the danger to your employes from slippery floors, or the damage done to trucks and other equipment by holes in the floor?

#### **Poor Floors Slow Up Work.**

Whenever conditions like that exist in a plant they are costing the packer money. Employes who must be constantly on guard against the danger of falling cannot do their fastest and most efficient work.

If the trucker does avoid all the holes in his path, he does so only at the expense of speed. And if he should miss seeing one and run into

it, he is likely to do serious injury to the truck or upset his load and waste product.

Read the following article, written especially for THE NATIONAL PROVISIONER by an authority on packinghouse floors. It will give you some money saving ideas.

### **Efficient Floors for Packers**

Packinghouse floors are subjected to harder usage, perhaps, than those of any other industry. And in no industry do floors play a more important part in the profits.

If they become slippery too easily they endanger the lives and safety of the workmen. If they wear out too quickly and develop holes they cause loss of product and damage to trucks and other equipment.

#### **Subject to Great Abuse.**

Floors in the packing plant must stand up under unusual abuse. They are attacked

by blood, slime, salt and water, grease and many other things. They bear the brunt of heavy trucking all day long.

They are expected to stand up under heavy loads and extremes of temperature without cracking or showing too much wear.

Above all, packinghouse floors must be constructed so that they can be easily flushed and cleaned. They must have as few cracks as possible in which germs and dirt might accumulate.

Many materials have been tried out for packinghouse floors since the early days of the industry. Some have given very good service; others did not do so well.

#### **Qualities of Wooden Floors.**

The old-time wooden floors—so satisfactory in many ways—did not stand up in certain parts of the plant. They became water soaked, split easily and got slippery. They were also highly inflammable. In some parts of the plant, however, they



LAYING A MASTIC SURFACE FLOORING IN A LARGE MEAT PACKING PLANT.

give excellent service, stand up well and are very satisfactory.

Brick is another material that has been called into service for packinghouse floors, and on the whole gives very good results. It withstands considerable wear, resists acids, salt, etc., and is fireproof.

When repairs become necessary it is a comparatively easy matter to make them without closing off a whole floor to do so. Unless very rough, however, brick floors are likely to get slippery if wet and greasy.

Concrete, if properly laid and cared for, stands up well in some parts of the plant. It also gets slippery unless roughened up considerably, and under certain conditions will originate and hold dust.

Wooden blocks are easily repaired and stand up well in certain parts of the plant, especially where they are not subject to moisture, brine, etc.

#### Another Type of Flooring.

The search for a material that would stand up under all the severe conditions found in packing plants led to the development of one known as industrial mastic flooring. It has an asphaltic base and is laid and looks much like the asphalt pavements so widely used in the larger cities. It is mixed and applied to the job on the spot.

Because of the way it is laid, this floor does not contain joints or cracks to collect dirt and germs, and is said not to originate or hold dust. Being water proof, it is easily flushed and kept clean. Its composition makes it offer a relatively high resistance to slipping, rendering it safer for the men wearing rubber boots, and handling sharp knives.

Another advantage claimed for this flooring material is its resiliency. According to a report made by the Underwriters' Laboratory, Inc., on extensive tests conducted with this material, "in none of the installations examined was there any evidence of deterioration in the top flooring (mastic surface) due to expansion, contraction, settlement or vibration."

#### Is a Fire Retardant.

A point in favor of this type of flooring is that it is a fire retardant—that is, it tends to check the spread of fire. In this it resembles brick and concrete, although the latter two are absolutely fireproof.

Mastic flooring, while it will burn, does so very slowly and is said to check the flames to a large degree. According to a report made after extensive tests, of the National Board of Fire Underwriters, industrial mastic "is not readily inflammable, and does not carry or communicate fire to any material extent."

This flooring material may be prepared especially for each job—based on the type of floor and the kind of wear to which it is to be subjected. It should be laid by competent workmen under the supervision of an experienced engineer, thus assuring the user a flooring adapted to his own needs.

#### Repairs Easy to Make.

Commenting on this, the report of the Underwriters' Laboratory says, "It is practical to prepare the material, as furnished to the job, and apply it in the manner advocated. The flooring can be easily re-

## What About Your Floors?

What about your floors, Mr. Packer?

Have you ever given much thought to them, or do you take them for granted?

Nothing is more important around a packing plant than the right kind of floors.

If they get slippery, they are dangerous to your workmen. If they develop big holes, they damage trucks and other equipment. If they necessitate shutting down an entire floor or department in order to make repairs, they are too much of an expense.

An interesting development in the search for the perfect packinghouse floor is discussed in this article. It will pay you to read it.

paired or maintained, if repairs and maintenance are required."

The latter point is important, as considerable loss and expense are involved in closing down an entire room or department in order to make repairs on the floor.

Speaking of the durability of this flooring, the Underwriters' Laboratory report says: "All flooring examined in the field was subject to hard usage, and in no case was there any apparent deterioration from the effects of wear. In only one of the installations examined was the top flooring (mastic surface) exposed to the ele-

ments, but this installation appeared to be in good condition."

Industrial mastic flooring is well adapted, it is said, for use on loading docks and in trucking aisles, because of its toughness. On the other hand, because of its resiliency, it is claimed to have a tendency to take the shock from iron truck wheels, and to prevent chipping of the floor or the wheels themselves. It is also comparatively noiseless to truck over.

It has also been found to give good results as sharp freezer floors, killing floors, storage room floors, cooler floors, dry salt cellar floors, machine shop floors, refrigerator car floors, and other places around meat packing and sausage plants.

#### U. S. HAM TO ENGLAND.

Considerable uncertainty exists in the meat trades in England as to what will happen with regard to bacon and ham from the United States when the preservatives regulations prohibiting the use of borax come into effect on July 1, says a report to the U. S. Department of Commerce.

A speaker at one association meeting stated that he had had a communication from a certain firm which offered American hams and bacon, borax treated, up to April 30, after which the goods would be without preservative and sent over in refrigerator space at the buyer's expense.

The almost universal lack of refrigeration facilities in homes increases the danger of meat spoiling quickly after it has left the retailer's counter, with resulting complaints and shifting of trade to other commodities less liable to spoil.

Market reports indicate an increase in inquiry for tinned hams, which some believe to be connected with this question.

## 1927 Packers' Convention to be in Chicago

The 1927 convention of the Institute of American Meat Packers will be held in Chicago.

This announcement was made this week by the Institute, following a poll of member companies and approval of their choice by the Executive Committee. The dates of the convention have not been announced.

#### Chicago First Choice of Many.

In order to determine the preferences of its members, the Institute requested them to indicate three choices for a convention city. Chicago was favored by a large majority, but was not chosen officially until careful consideration had been given to views of the minority voters, who were pretty well scattered throughout the country.

Except Chicago, Atlantic City, New York City and St. Louis were preferred by more members than any other of the several score which received one vote or more.

An analysis of the replies received, as issued by the Institute, follows:

1st Choice	No. of Votes.
Chicago	45
Atlantic City	18
New York City	7
St. Louis	5
Kansas City	3
Cleveland	2
Washington, D. C.	2
Boston	1

Los Angeles	1
Columbus	1
Louisville	1
St. Paul	1
Detroit	1
Denver	1
White Sulphur Springs, Va.	1
Montreal, Can.	1
Any Western city outside of Chicago	1
Somewhere in Canada	1
Some Eastern city	1

2nd Choice.	No. of Votes.
Chicago	24
Atlantic City	19
St. Louis	10
New York City	5
Kansas City	4
Baltimore	2
Cincinnati	2
Cleveland	2
Pittsburgh	1
Pueblo	1
White Sulphur Springs, Va.	1
Dayton	1
Louisville	1
Minneapolis	1
St. Paul	1
Omaha	1
Buffalo	1
Boston	1
Los Angeles	1
San Francisco	1
Some Midwestern city	1
Paris	1

3rd Choice.	No. of Votes.
Chicago	23
Atlantic City	7
St. Louis	7
New York City	6
Cincinnati	4
Cleveland	4
Kansas City	3
Detroit	2
Philadelphia	2
Seattle	1
Omaha	1
French Lick	1
Washington, D. C.	1
Denver	1
Hollywood, Cal.	1
Nashville	1
Minneapolis	1
Louisville	1

## New Series of Meetings Planned for Packers

Another series of important divisional meetings for member companies of the Institute of American Meat Packers will be held during June in eight packinghouse centers. This will be the second and final series of such meetings scheduled for the current year.

Three of the meetings during June will be held in the Southwest and Far West—the first at Dallas, Texas, on June 6; the second at San Francisco on June 10, and the third at Denver on June 14.

### Regional Meetings in Far West.

At these meetings, which will combine the features of regional meetings and sectional meetings on important packinghouse subjects, experts in the industry and outside of the industry will discuss topics of a trade nature, and officials and members of the staff will bring to the membership the latest information concerning the services available from the Institute.

The meeting of Division VI at Dallas will be in charge of the Divisional Committee, which consists of R. T. Keefe, chairman; H. S. Bicket, and R. E. Paine. This meeting will be for packers in Arkansas, Oklahoma, Kansas, Texas and Missouri west of and including Springfield and Sedalia.

In the case of the San Francisco meeting, T. P. Breslin, chairman, C. J. Hooper, and B. C. Darnall, comprising the Divisional Committee of Division VIII, will be in charge. This meeting will be for member companies in Arizona, Nevada, Utah, Washington, Oregon, Idaho, and California.

G. H. Nuckolls is chairman for Division VII and will be in charge of the meeting at Denver. Packers in Colorado, Wyoming, and Montana will attend this meeting.

### Other June Meetings in the East.

The five other meetings scheduled for June will be held in the eastern half of the United States.

The first series of Divisional meetings, which were held during February of this year in Des Moines, St. Louis, Nashville, Pittsburgh, and New York, drew an aggregate attendance of nearly 300. At one meeting, more than 100 men from the packing industry were in attendance.

### PRODUCER HELPED BY SCIENCE.

Science, which a relatively few years ago was confined mostly to classrooms and only recently has entered the business world, has spread to the farm and now is a most important factor in live stock production, according to H. R. Davison, Director of the Department of Waste Elimination and Live Stock, of the Institute of American Meat Packers, who spoke on April 8 before the meeting of the Montana Stock Growers' Association at Miles City, Mont.

"As a result of this significant development," he stated, "the modern farmer not only should be a keen business man with a thorough understanding of economics, but also should have an understanding of the scientific principles which have been applied to the farm.

"Science has discovered improved ways of feeding, breeding, and caring for meat

animals. It has discovered ways to raise sheep which will produce both good wool and good mutton and methods of breeding beef animals which have a maximum of weight on the portions which are in greatest demand for meat and a minimum of weight in the form of the slower moving cuts, although the two cuts most in demand constitute only about 25 per cent of the animal.

"Government, state, county, and private agencies are constantly at work applying scientific methods to the live stock business and, in the future, the successful farmer will be the man who is prepared to make the most of the information developed."

Mr. Davison also stressed the importance of full co-operation between live stock producers and meat packers. "These two branches of the live stock and meat industry are closely related," he pointed out.

"The one could not exist without the other, and both will prosper the most when they understand each other's problems completely. The industry is a most changeable one and its complex elements require close co-operation on the part of everyone involved."

One of the most optimistic features in the outlook for the live stock industry is the fact that meat, the product of that industry, continually is assuming greater importance in the diet, Mr. Davison stated at another point.

"Authorities on nutrition have found that meat has many other merits aside from its appeal to the appetite," he said. "It has been determined that meat ranks high in digestibility, contains body-building proteins and fats of the highest quality, and also certain valuable minerals and vitamins. These properties are of great value in the well-balanced diet, and their presence gives assurance that meat always will have a prominent place in the diet of all people to whom it is available."

Mr. Davison also pointed out that the present day system of marketing live stock and meat products is highly efficient and economical. "As a result of this system," he stated, "the live stock producer receives a relatively large share of the consumer's meat dollar."

"The packing industry is a good example of this point. Out of every dollar of the plant value of his products, the packer pays 86 cents for raw materials, principally live stock, and requires only 14 cents to pay all expenses such as interest, depreciation, rent, wages, salaries, taxes, insurance, advertising, research, and a small manufacturing profit."

### MEAT EXPORT TRADE.

The following items of information are among those which have been furnished to exporting members of the Institute of American Meat Packers at the suggestion of the Institute's Committee on Foreign Relations and Trade, of which Charles E. Herrick is Chairman:

#### SHIPMENTS TO MEXICO AND COLOMBIA.

The Washington representative of the Institute calls attention to a recent revising regulation to Order 211 of the Bureau of Animal Industry which means, in brief, that it will not be necessary in the future to provide certificates of inspection on meat products going to Mexico, the Mexican Government having agreed to accept United States meat inspection stamps and labels.

In agreeing to do away with export certificates, the Mexican Government automatically has done away with the previous provision that these certificates should be

visaed by Mexican consuls. Of course, only products which have passed federal inspection can be exported to Mexico.

In the same order Colombia is added to the list of countries for which a certificate of inspection is required, though no visa will be necessary, our Washington representative is informed.

#### IRISH MARGARINE.

The margarine manufacturers of the Irish Free State have applied for a duty of three pence per pound on imported margarine. This is the first application to be considered by the new tariff commission, set up under the customs act of 1926.

The first sitting of the commission was held on February 8 to consider this application, but was adjourned to await the submittal of more detailed information by the applicants.

#### DUTIABLE GOODS FOR CUBA.

By the provisions of the Cuban Treasury Circular No. 8, effective 30 days after its publication in the *Gaceta Oficial* of February 13, 1927, manufacturers, agents, commission merchants and freight forwarders are required to present at Cuban consulates the original manufacturer's invoice for visa of the consular invoice covering goods dutiable on an ad valorem basis.

The manufacturer's invoice must contain a declaration, sworn to before a notary public, that the prices shown represent the true value of the goods, including the expenses involved in packing and placing them ready for embarkation to Cuba. Further information is given in "Commerce Reports" of March 21.

#### CZECHOSLOVAKIAN LARD IMPORTS.

In connection with imports of lard from the United States, in case only a part of the shipment is forwarded to Czechoslovakia, and this is not accompanied by the required veterinary certificate for the entire shipment, the Czechoslovak authorities will, according to a report to the U. S. Department of Commerce, clear separate parts of the shipment if they have pasted upon them labels bearing the number of the original certificate, the seal of the United States Department of Agriculture, and the statement "United States Inspected and Passed Meat Inspection."

Special regulations govern the inspection of lard and bacon which have not been so inspected and marked, and which will therefore be inspected at the place of destination. Imports for sale not covered by import license or not in conformity with these regulations will not be cleared and forwarded.

The veterinary certificate must be translated into Czechoslovak or French. A German translation may also be made in addition to one in Hungarian in the case of transit shipments directed to the Hungarian frontier.

#### MEXICAN PROPOSAL.

The surcharge of 5 per cent ad valorem on imports, authorized by Mexican decree of February 4, 1927, which was to become effective on March 7 as a substitute for the present equivalent consular invoice fee, has been suspended for further study, according to an announcement of the Mexican Secretary of the Treasury.

#### MARGARINE IN ESTONIA.

Regulations for the manufacture, importation, and sale of margarine in Estonia have been promulgated by a law of December 14, 1926, which became effective on March 2, 1927.

#### MEATS FOR SYRIA.

The rates of duty on fresh, frozen, salted or smoked meats imported into Syria from countries belonging to the League of Nations, the United States, and Turkey have been recently reduced from 25 per cent ad valorem to 11 per cent ad valorem.

#### CUBAN PARCEL POST.

It has been announced that the Cuban parcel post agreement with the United States has been extended to March 1, 1928.



## Pork Production in the World War

Part Played by American Packer  
and Producer in Feeding World  
Both During War and Afterward

### XXVI — Demand for Decontrol of Hog Prices

**Food Administration's Efforts to Continue Stabilization Through March, 1919—Need of Simultaneous Withdrawal of Government Buying Control by Allies Pointed Out—Demand for Withdrawal of Government Control on All Products—Action of the War Trade Board—Decontrol Effective March 6—Hoover Successful in Opening European Markets.**

This is the twenty-sixth in a series of reviews of the book on "American Pork Production in the World War," by Dr. Frank M. Surface, who was economic adviser to the Federal Food Administration. (A. W. Shaw Co., Chicago & New York.)

For the first time the inside story is told of the part played by the meat packer and the meat producer in the world war and the times that followed it.

Documents and correspondence never before made public are taken up in this story, and some interesting incidents and comments made known.

THE NATIONAL PROVISIONER has the serial rights to the republications of this book, and these reviews will appear from week to week until the entire story has been told.

In an understanding between the Food Administration and the Agricultural Advisory Committee representing the producers, it had been arranged to attempt to maintain the price of live hogs at Chicago at \$17.50 per hundred or at some equitable price to be determined from month to month in conference with the producers. This could be done only insofar as the Food Administration's control of government and allied buying would permit.

The earliest time by which the major portion of the pigs farrowed in the spring of 1918 could be marketed would be in March, 1919. If stabilization could be continued until that time, it was felt that the government's obligation to the producers for surplus hog production would be paid. The strenuous struggle to maintain this obligation has been brought out in previous installments of this story.

#### Propose Lifting of Government Control.

During this struggle Mr. Hoover had proposed that both the Allies and the United States remove all government control, at the same time opening up completely the neutral and enemy markets. He knew that the demand for pork in these markets was so great that there would be no difficulty in maintaining the American price. However, he rightly contended that the withdrawal of American control must be contingent upon the withdrawal of government buying control by the Allies. The plan of the Food Administration for government control of foreign selling had been set up to counteract the effect of consolidated government buying on the part of the Allies. Without this, our producers and packers would have been at the mercy of the Allied buyers in case a surplus developed.

Consolidated control of selling could only be removed when consolidated buying was withdrawn and an open and free market established.

In the meantime, however, there had arisen in the United States a definite de-

mand for the withdrawal of government control on all products. And thus the battle to maintain the assurances to the American farmer shifted at times from the European to the home front. There were many people who believed that America should return, as early as possible, to normal commercial methods of trade, even though there should be some temporary fluctuation of price levels.

#### Claim Pork Price Too High.

Those who believed that stabilization should cease at any cost, claimed that the price of pork was too high and was maintained on an artificial level to the detriment of the consumer. By February these protests became more insistent.

The New York Produce Exchange passed a resolution expressing the opinion that except for this stabilization, the price of pork would fall 40 per cent or more. The Chicago Board of Trade expressed similar views. However, they failed to state that such a drop would result in the loss of millions of dollars by farmers who had produced hogs from high-priced feed in good faith.

These were not the only groups which expressed these sentiments. The demand for the removal of stabilization came from Congressmen and from members of the Cabinet.

On January 16, 1919, the Secretary of the Treasury wrote the acting Food Administrator, stating that it was the view of the Treasury that a fall in food prices in the United States would be of great benefit and that there could be no recovery of industry until such a decline occurred. He stated that the sooner this took place

and all trade returned to a free commercial basis, the better for all concerned.

#### Pressure Brought by Cabinet Members.

Other members of the Cabinet took similar views to those expressed by Secretary Glass. On February 17, 1919, the Secretary of Commerce, wrote to the Food Administration strongly condemning the attitude of maintaining stabilized prices on any community, even wheat.

The Cabinet recommended the immediate discontinuance of all price stabilization and suggested that, if necessary, Congress should appropriate money to indemnify producers, manufacturers, and dealers for their losses.

The Food Administration maintained that in justice to the producer the stabilization of pork prices should be continued until the end of March, 1919, by which time the hogs produced under the stimulus of the Food Administration would practically all have been marketed.

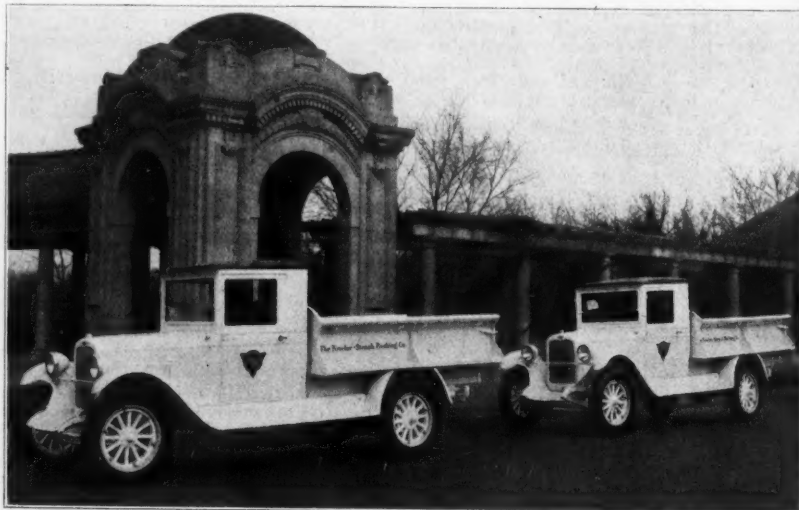
The Food Administration believed that the wiser policy would be to continue stabilization until the end of March, thus making doubly sure of protecting the government's promise to the producer by definite action rather than to leave the possibility that an unstable market might be affected adversely by any sudden gust of ill wind.

#### Keeping Promise to Producers.

The objects of the experiments of decontrol were to break down the price, while the Food Administration was endeavoring to bridge over the gap to the farmers until the final opening of Germany and thus a larger demand provided.

It will be remembered that one of the important features in the control of the price of hogs by the Food Administration was the agreement with the War Trade Board by which that body would issue export licenses for pork products only when the application was accompanied by a Food Administration certificate stating that the products had been sold at a price which was approved by the Food Administration.

(Continued on page 55.)



#### PACKERS' NEW TRUCKS FURNISH EFFECTIVE ADVERTISING.

Effective and favorable advertising is secured by the newly-organized Fowler-Straub Packing Co., Kansas City, Kans., through the unusual decoration of their trucks. This picture shows two of the company's new fleet, enameled snow white from front to back, and bearing only the company's name and monogram.

Carl Fowler, one of the best-known provision men in the industry, is head of the new concern.

## Packer Should Watch Costs Closely in Present Situation

The weakness in the hog market and the somewhat unsatisfactory selling conditions which have prevailed for some months on the product side have been attributed to weakness in the export situation. This weakness was not so much in quantity of product exported but in the lower price received for this product.

An analysis of hog packing in the winter season 1926-27 compared with that of the previous year throws some interesting light on the situation.

Inspected slaughter of hogs during the past winter packing season was 15,911,625 compared with 16,030,970 in the 1925-26 season. The average live weight of the hogs slaughtered in the season just closed

was 6 lbs. less than in the previous year.

Live hogs averaged \$11.75 in the 1926-27 season, compared with \$11.72 in 1925-26. The average price of pork products, based on Eastern markets, was \$25.24 per hundred during the past winter compared with \$25.00 the previous winter.

The unsatisfactory returns on the hogs slaughtered in the packing season just closed can be laid at the door of lard, in large measure. The average price of lard at Eastern markets was \$14.02 per hundred pounds in 1926-27 compared to \$16.49 in the previous winter season, when the price of live hogs was slightly lower.

The lard price in London showed an even greater discrepancy in the two periods, the price being approximately 3c a pound less in the winter packing season ending March 1, 1927.

The lard yield per hog can be conservatively estimated at from 12 to 16 per cent of the dressed carcass. If this percentage of the hog sells anywhere from 2c to 5c per pound under carcass costs, it is no wonder that it has been difficult for packers to show a margin on pork operations.

The hog test is the packer's guide to the way his hogs are cutting out. He should have the information furnished by the test before him each day.

Following is a sample hog test every packer can adapt to his own conditions. Perhaps he may cut hogs differently, thereby changing the relative yield of the different cuts. Possibly he has hogs that are cutting out better than those on which these tests are run. In many cases packer dress will give a lower yield than that shown in the accompanying test; in other cases it may be better.

The test is given only as a guide. At the same time it furnishes a fair idea of the way hogs are cutting under average conditions.

### SHORT FORM HOG TEST

Columns headed PRICE and AMOUNT are figured from product prices in "The National Provisioner Daily Market Service" of April 6, representing actual transactions, Chicago, that date

Product.	180 lbs.				200 lbs.				250 lbs.			
	Avg.	Percent live wt.	Price	Amount	Avg.	Percent live wt.	Price	Amount	Avg.	Percent live wt.	Price	Amount
Reg. Hams .....	10/12	13.90	.20 <sup>3</sup> / <sub>4</sub> <sup>1</sup>	\$2.88	12/16	13.75	.19 <sup>1</sup> / <sub>4</sub> <sup>1</sup>	\$2.65	14/18	13.50	.19 <sup>1</sup> / <sub>4</sub> <sup>1</sup>	
Picnics .....	4/5	5.50	.14 <sup>1</sup> / <sub>2</sub> <sup>2</sup>	.80	5/7	5.60	.13 <sup>3</sup> / <sub>4</sub> <sup>2</sup>	.77	6/8	5.50	.13 <sup>3</sup> / <sub>4</sub> <sup>1</sup>	
Boston Butts .....		4.10	.19 <sup>3</sup> / <sub>4</sub> <sup>3</sup>	.81		4.00	.19 <sup>3</sup> / <sub>4</sub> <sup>3</sup>	.79		4.00	.19 <sup>3</sup> / <sub>4</sub> <sup>3</sup>	
Pork Loins (blade in) ..	6/8	9.50	.26 <sup>1</sup> / <sub>4</sub> <sup>3</sup>	2.49	8/10	9.10	.25 <sup>1</sup> / <sub>4</sub> <sup>3</sup>	2.30	10/14	8.50	.22 <sup>1</sup> / <sub>2</sub> <sup>3</sup>	
Bellies .....	8/10	11.50	.22 <sup>1</sup> / <sub>2</sub> <sup>3</sup>	2.53	8/14	10.70	.20 <sup>3</sup> / <sub>4</sub> <sup>2</sup>	2.22	12/16	5.50	.18 <sup>1</sup> / <sub>2</sub> <sup>2</sup>	
Bellies .....									16/20	6.00	.17 <sup>1</sup> / <sub>4</sub> <sup>4</sup>	
Fat Backs .....									8/12	5.00	.08 <sup>3</sup> / <sub>4</sub> <sup>4</sup>	
Plates and Jowls .....		1.75	.08 <sup>1</sup> / <sub>2</sub> <sup>4</sup>	.14		2.00	.08 <sup>1</sup> / <sub>2</sub> <sup>4</sup>	.16		2.00	.08 <sup>1</sup> / <sub>2</sub> <sup>4</sup>	
Raw leaf .....		1.75	.10 <sup>3</sup> / <sub>8</sub> <sup>2</sup>	.19		2.00	.10 <sup>3</sup> / <sub>8</sub> <sup>2</sup>	.21		2.50	.10 <sup>3</sup> / <sub>8</sub> <sup>2</sup>	
P. S. lard, rend. wt. ....		11.70	.1152 <sup>1</sup> / <sub>2</sub>	1.35		13.75	.1152 <sup>1</sup> / <sub>2</sub>	1.58		13.00	.1152 <sup>1</sup> / <sub>2</sub>	
Spare ribs .....		1.15	.13 <sup>1</sup> / <sub>4</sub> <sup>4</sup>	.15		1.00	.13 <sup>1</sup> / <sub>4</sub> <sup>4</sup>	.13		1.00	.13 <sup>1</sup> / <sub>4</sub> <sup>4</sup>	
Lean trimmings .....		1.60	.08 <sup>3</sup> / <sub>4</sub> <sup>4</sup>	.14		1.50	.08 <sup>3</sup> / <sub>4</sub> <sup>4</sup>	.13		1.50	.08 <sup>3</sup> / <sub>4</sub> <sup>4</sup>	
Rough feet .....		1.60	.03	.04		1.25	.03	.04		1.25	.03	
Tails .....		0.15	.10 <sup>1</sup> / <sub>2</sub>	.01		0.10	.10 <sup>1</sup> / <sub>2</sub>	.01		0.10	.10 <sup>1</sup> / <sub>2</sub>	
Neck bones .....		0.80	.03	.02		0.65	.03	.02		0.65	.03	
Total cutting yield.....		65.00				65.40				70.00		
Total cutting value				\$11.55				\$11.01				\$10.74
(100 lbs. live wt., Chicago)												

<sup>1</sup>/<sub>4</sub>c per pound has been deducted from market price for accumulating and freezer shrink, loading expense, selling commission, etc. The discount on account of the percentage of No. 2 hams is also included in this deduction.

<sup>1</sup>/<sub>2</sub>c per pound has been deducted from market price for accumulating and freezer shrink, loading expense, selling commission, etc.

<sup>1</sup>/<sub>4</sub>c per pound has been deducted for selling and delivery expense and for shrink.

<sup>1</sup>/<sub>4</sub>c per pound has been deducted for labor and expense in curing.

All prices are figured on a loose basis.

Here's where you figure your net returns (based on 100 lbs. live weight, Chicago):

TOTAL CUTTING VALUE (from above)	\$11.55	\$11.01	\$10.74
Edible and inedible killing offal value.....	.45	.41	.39
TOTAL GROSS VALUE.....	\$12.00	\$11.42	\$11.13
CHARGES			
Hogs cost alive per 100 lbs.			
Add freight, bedding, etc., if any.....	\$11.60	\$11.40	\$11.00
Buying, driving, labor, refrigeration, repairs and plant overhead.....	.45	.42	.40
Killing condemnations and death losses in transit (say 1 per cent of live cost).....	.11	.11	.11
TOTAL OUTLAY per 100 lbs. alive:	\$12.16	\$11.93	\$11.51
Deduct TOTAL OUTLAY from TOTAL GROSS VALUE to get profit or loss per 100 lbs.			
Loss per cwt.....	\$0.16	\$0.51	\$0.38
Loss per hog.....	\$0.29	\$1.02	\$0.95

The cost figures and expense deductions given above are furnished by a representative packing company. They are merely for purposes of illustration, and undoubtedly will vary slightly from the figures of other companies.

### TRADE GLEANINGS.

S. F. Shed has purchased the Coldwater Cotton Oil Co., Coldwater, Miss.

The Buckeye Cotton Oil Company is erecting a new eight-press mill at Raleigh, N. C.

The Dixon Packing Co., Inc., Houston, Texas, has increased its capital from \$20,000 to \$50,000.

A municipal abattoir is planned for the city of Gastonia, N. C. City Manager Struthers is in charge of plans.

J. S. Hallman and Sidney Webb have incorporated the Alvarado Cottonseed Oil Company, Alvarado, Texas, with a capital stock of \$50,000.

The Houston Hide Company plans to erect a hide house at the city abattoir in Beaumont, Texas. J. H. Welborn is in charge of the enterprise.

The Beeville Cotton Oil Co., Taft, Texas, has been incorporated with a capital stock of \$35,000. Incorporators are H. W. Hall, W. L. Weber and E. N. Tutt.

The Trenton Cotton Oil Company, Trenton, Tenn., has increased its capital stock from \$75,000 to \$150,000. L. P. Brown is president of the company, and T. H. Baker of Memphis, Tenn., is vice-president.

A complete new plant, costing around \$250,000, is to be erected in Menominee, Mich., by the Twin City Packing Co., it was announced this week. Plans are being prepared by Kamrath & Christensen of Chicago.

The slaughter house of Bauman Brothers, South Columbus street, Lancaster, Ohio, is being enlarged and improved. Bauman Brothers have seven retail markets in Lancaster which are supplied from their local packing plant.

The Carstens Packing Co. of Tacoma, Wash., has bought and will operate the Sanitary market in connection with the Central Market in Longview, Wash. H. E. McMullen of Kelso is in charge of the two retail markets which this company now operates.

The Anderson-Clayton Company of Houston, Texas, recently bought the oil mills of Balanger and Winters in Texas. This company now owns five mills—two in Runnels county, one in Abilene, one in San Angelo, and another mill is now being constructed in Lockney, Texas.

Remodeling and enlarging of the Crocker Packing Company, between Joplin and Webb City, Mo., will soon be completed. Additions to the plant have cost about \$35,000, and federal inspection will be installed. The company was incorpo-

rated some time ago with a capital stock of \$200,000. John L. Crocker is president.

Increasing business has forced the H. F. Beegle Meat Co., Toledo, Ohio, dealers in meats for hotels and restaurants to move into larger quarters twice within the last six months. This company has recently purchased the meat business of the G. A. Haag Commission Co. at 36-38 N. Superior street, which provides larger quarters and is more centrally located.

## The Trading Authority

Market prices based on actual transactions, and unbiased reports on the condition of the markets, are given each day by THE NATIONAL PROVISIONER'S DAILY MARKET SERVICE.

Market prices and transactions on provisions, lard, sausage meats, tallows, greases, etc., at Chicago are given, together with Board of Trade prices, hog market information, etc. Export markets also are covered.

This service has become the recognized trading authority, and is used by packers, wholesalers, brokers and others as a basis for their prices, for settling claims, pricing inventories, etc.

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### FEB. SLAUGHTER IN SIX CITIES.

Hog slaughter in the Tenth Federal Reserve District increased 3.6 per cent in February, 1927, over that of February, 1926, according to a report of the Federal Reserve Bank at Kansas City, just made public. Cattle slaughter showed an increase of 1.9 per cent, while the slaughter of calves and sheep showed a decline.

The tenth district includes Kansas City, Omaha, St. Joseph, Denver, Oklahoma City and Wichita. Operations of the packing plants in these six cities were heavy during February, the report points out, though the number of animals slaughtered did not come up to the January totals.

The February, 1927 slaughter by cities is as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Kansas City .....	76,244	18,264	162,411	68,778
Omaha .....	73,127	5,703	145,295	107,851
St. Joseph .....	30,465	6,547	76,144	93,846
Denver .....	8,128	2,407	35,280	17,150
Oklahoma City .....	15,748	4,691	20,956	908
Wichita .....	6,822	2,764	40,031	5,578

Total slaughters in these cities during the month were: cattle, 210,634; calves, 40,466; hogs, 480,119; sheep 293,791, compared with 205,717 cattle, 44,365 calves, 463,555 hogs and 357,546 sheep in February, 1926.

### STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, ETC., REQUIRED BY THE ACT OF CONGRESS OF AUGUST 24, 1912.

of The National Provisioner, published weekly at Chicago, Illinois, for April 1, 1927.

State of Illinois, County of Cook, ss. Before me, a notary public in and for the state and county aforesaid, personally appeared Paul I. Aldrich, who, having been duly sworn according to law, deposes and says that he is the Editor of The National Provisioner, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management, etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 411, Postal Laws and Regulations.

1. That the names and addresses of the publisher, editor, managing editor, and business managers are: Publisher, The National Provisioner, Inc., 407 S. Dearborn St., Chicago, Ill.  
Editor, Paul I. Aldrich, 407 S. Dearborn St., Chicago, Ill.

Managing Editor, Paul I. Aldrich, 407 S. Dearborn St., Chicago, Ill.  
Business Manager, Paul I. Aldrich, 407 S. Dearborn St., Chicago, Ill.

2. That the owners are The National Provisioner, Inc., 407 S. Dearborn St., Chicago, Ill.; Estate of J. H. Senner, 15 Park Row, New York, N. Y.; Estate of Julius A. May, 15 Park Row, New York, N. Y.; Estate of Geo. L. McCarthy, 15 Park Row, New York, N. Y.; Paul I. Aldrich, 407 S. Dearborn St., Chicago, Ill.; Frank N. Davis, 407 S. Dearborn St., Chicago, Ill.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are: That there are none.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation, has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

PAUL I. ALDRICH.

Vice Pres.

Sworn to and subscribed before me this 28th day of March, 1927.

NELLIFERN FARMER.

(My commission expires March 18, 1931.)

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## More Lard Used Per Capita

The belief is rather widespread that the  
per capita consumption of lard in this  
country is decreasing. This decrease is  
attributed to the sharp competition offered  
by vegetable shortening and vegetable  
oils.

In a discussion of some factors of the  
national lard trade made a short time ago  
by Armour's Livestock Bureau, this belief  
was dispelled. Instead of lard consump-  
tion decreasing it is actually increasing.

Figuring an average per capita con-  
sumption of lard for each of the five-year  
periods in the past 20 years, it was found  
that from the years 1907 to 1911, inclu-  
sive, lard consumption was 11.8 pounds.

In the next period consumption had in-  
creased to 12.3 pounds. An increase of  
only one-tenth of one pound was noted  
in the third period, but in the five years  
ended with 1926 the per capita consump-  
tion was 14.3 pounds.

Commenting on this increase in lard  
consumption, the bureau says:

"The growing use of vegetable oils has  
led many authorities to declare that the  
consumption of lard is diminishing. At  
first sight it seems logical that the lower  
priced vegetable product, which after all  
can be produced in much greater volume  
than animal fats, should supplant the lat-  
ter in the human dietary.

"However, there is very little in the sta-  
tistics to warrant this assumption. Lard  
is eaten for its flavor or the flavor it im-  
parts to the products in which it is used.

"In general, the advertising campaigns  
have served to increase the consumption  
of vegetable fats, and therefore of total  
fats, rather than to decrease the consump-  
tion of lard."

It is generally conceded that the ten-  
dency in hog production is away from the  
heavy fat hog of a decade or two ago and  
toward the leaner, lighter weight butcher  
hog. It would seem, therefore, that the  
lard production would be less. In the five-  
year period ending with 1900, when the  
average weight of hogs was heavier than  
it has been in any similar period since that  
time, about 20 per cent of the total hog  
yield was lard, while with the leaner type  
hogs now being produced something over  
22 per cent goes into the same product.

It is pointed out in this discussion that  
in general a lower yield of lard is obtained  
from heavy hogs than from lighter hogs,  
not because of less actual fat on the heavy  
hogs but because more fat cuts can be  
made from the heavier carcasses and less  
going into the form of trimmings des-  
tined for the lard kettle.

Attention is called to a test made about  
a year ago in which it was found that 200-  
pound hogs yield 2.10 per cent of raw leaf  
fat and 13.75 per cent of prime steam lard,  
rendered weight. Such hogs produced no  
fat backs at all.

On the other hand, 250-pound hogs pro-  
duced 5 per cent of fat backs, 2.40 per  
cent of raw leaf fat, and 12.75 per cent of  
prime steam lard. Three-hundred-pound  
hogs produced the same proportion of raw  
leaf fat and only 11.10 per cent of prime  
steam lard. The heaviest hogs, however,  
yielded 6.80 per cent of fat backs and half  
again as much jowls and plates.

There seems to be little doubt regard-  
ing the supply of lard and apparently the  
outlet is still well established despite

strong competition. The big job would  
seem to be to find some way to get an  
adequate price for this lard.

## Influence of Export Trade

The reduction in the export trade in  
meats and lard, evident now for more than  
a year, has had its effect on the domestic  
market for these products.

While only a relatively limited number  
of packers are engaged in the business of  
exporting meats and lard, and the percent-  
age of the entire production entering the  
export trade is relatively small, yet this  
export business has a material influence on  
the domestic market.

The United Kingdom and Germany have  
furnished two of the principal outlets for  
American pork products. A short time  
ago England placed a quarantine against  
Continental fresh pork, but put no ban on  
the cured product. Therefore, instead of  
shipping the product fresh it was cured  
and marketed in that form.

The shipment of large quantities of  
Continental cured pork to the United  
Kingdom had an adverse influence on the  
demand for American product and re-  
sulted in a generally unsatisfactory outlet  
there.

This competition on the British market  
is made still keener because European  
pork producers are finding it increasingly  
difficult to market their product in North-  
ern Europe, owing to the increased do-  
mestic production of pork in many Conti-  
nental countries.

In Germany, for example, sharply re-  
duced prices for hogs have prevailed due,  
in large measure, to the comparatively  
large supplies, the hog population now be-  
ing about 85 per cent of that of pre-war.  
Should this increase continue in spite of  
the somewhat adverse position of feed-  
stuffs costs, demand from Germany for  
American product will be lessened and at  
the same time sharper competition will be  
offered on the British market.

This export situation has a direct influ-  
ence on every packer in the United States,  
whether he exports or sells interstate or  
locally. Every pound of meat not ex-  
ported must be consumed in this country  
and to just that extent is in competition  
with the meat normally sold on the  
domestic market. This has been one of  
the reasons for slow demand in spite of  
somehow limited supplies of pork  
products.

A good export demand would soon show  
improvement in the domestic market,  
while a limited export outlet is certain to  
have a more or less depressing influence,  
at least until consumption is better ad-  
justed to supply.

# PRACTICAL POINTS FOR THE TRADE

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## Good Color on Smoked Hams

Many packers like a golden, yellow smoke on their hams but don't know just how to get this result. An Eastern packer writes as follows regarding this:

Editor The National Provisioner:

Can you tell us how to get a golden yellow smoke on our hams, also a gloss, as our trade is demanding that kind of a smoked ham.

We will appreciate any help you can give us.

The golden yellow smoke on hams with the gloss mentioned by the inquirer is not all obtained in the smokehouse.

Smoking instructions are of little value if the cure is not right.

### Begins in Chill Room.

The appetizing color mentioned on many grades of quality hams throughout the country is not obtained by smoke only but it is developed right from the chill room beginning with thorough chilling of the hogs.

Next comes the selection of smooth skinned hams suitable for fancy brands, then a mild cure with practically no pumping pickle used. The meats must be pulled at cured age, proper supervision be given to the soaking, followed by the usual standard smokehouse practice.

If this inquirer's cure measures up to that of the fancy brands of some other packers, then the following smokehouse schedule will develop the color desired:

### Smokehouse Instructions.

Keep smokehouse and all equipment clean. In order to prevent fire danger, remove all soot from walls by scraping.

It is generally necessary that packers give instructions relative to each smokehouse, in order to secure uniformly smoked product, as it is very seldom that any two smokehouses show the same results with the same method of operation. Getting good results requires careful experimenting, and is a very important matter.

**Hanging Meats in Smokehouse.**—It is considered good practice to allow the meats to hang in the smokehouse a few hours before putting on the heat.

Hang the fancy cured meats at top of smokehouse, away from highest heat.

Hang light meats, when smoking mixed averages, near doorways of smokehouse, as it is of course necessary to remove them first, inasmuch as they do not require as long a time to smoke, and will have to be removed before the heavier averages.

**Temperatures.**—In order to secure the best color and results, all meats should be smoked at as low a temperature as possible. A dense, cool smoke is best.

Slowly heat the smokehouse to a temperature of 120 degs. and hold for from 4 to 5 hours. At the end of this time hardwood sawdust is to be added to the fires, and the temperature reduced to 110 degs. The smokehouse should be kept at this temperature for the balance of the smoking period.

Leave the ventilators open for the first

4 or 5 hours, so that moisture can escape, and after this time regulate them so that a dense, cool smoke is maintained throughout the smokehouse.

Hang thermometers in the hottest part of the smokehouse on each floor and carefully watch them. Temperature must be kept even.

**Removing from Smokehouse.**—Remove meats from smokehouse just as soon as smoking is completed, as product left in smokehouse and allowed to cool off there will suffer a big shrinkage. Nor should smoked meat be allowed to cool off where air circulation is rapid, as a large shrinkage will occur under these conditions, also.

### Handling After Smoking.

All smoked meats should be left on racks until ready to move.

Before returning to stock all smoked meats must be carefully inspected for skippers.

Smoked meats must be out of the smokehouse long enough to be thoroughly dry before being wrapped, and their temperature should be reduced to that of the smoked meat packing room.

When it is known that certain smoked meats are to be shipped, wrapped in paper or canvas they should be wrapped as soon as the product is dry and reaches the temperature of the packing room.

The meat is to be carefully weighed before wrapping and net weight marked on outside of package as prescribed by the net weight law, wherever such law applies.

Smoked meats should be shipped within 48 hours after removal from the smokehouse.

### Carrying Smoked Meats in Cooler.

Smoked meats should be wrapped in paper if carried in cooler temperature, so

that the product will retain its color. This, of course, is only if the meat has not already been wrapped.

Instructions for curing S. P. Meats and for making Fancy Cured Hams and Fancy Dry Cured Bacon have appeared in previous issues. Subscribers can secure reprints by sending a 2c stamp for each, with request, to THE NATIONAL PROVISIONER, 407 S. Dearborn Street, Chicago, Ill.

## Making Liquid Stick

When does it pay to make liquid stick, and what equipment is necessary to manufacture this by-product? This is what a Southern packer wants to know. He says:

Editor The National Provisioner:

We are very anxious to begin saving liquid stick, a product that has never been saved around our plant.

We believe we have room in our tank room for a reasonable sized equipment, and at present we are only using our tank water in bringing up the protein in our tankage.

Could you suggest an economical arrangement for us in saving this liquid stick?

The inquirer is contemplating saving liquid stick. To find out if it would pay to do this, he should figure the cost of installation of the necessary equipment, then charge interest on investment, depreciation at 10 per cent a year, and labor and power cost against quantity produced.

The labor cost is very small. Usually the operation of the evaporator can be combined with some other duties.

Roughly, the power cost is as follows:

1 lb. coal for 1 gal. tankwater or 1 lb. 25 deg. Beaumé stick.

30 gals. water per pound of 25 deg. Beaumé stick. 27 deg. Beaumé stick runs approximately 60 per cent solids or 40 per cent water.

### Don't Count on Exhaust Steam.

Some packers figure they have enough exhaust steam to operate their evaporators, but it is safer to figure that all steam necessary must be produced from coal for the express and only purpose of evaporating tank water.

The equipment necessary for saving liquid stick consists of

Tankwater storage vats for 24 hours

Evaporator for small house, single effect

Concentrated stick storage until ready to be dried in dryer

Pump for pumping stick

Plenty of water for condensing purposes

Plenty of dryer capacity, as stick if added to tankage in dryer will slow down drying.

### How to Figure Amount of Stick.

To figure the quantity of stick produced in a plant, estimate

7 lbs. dry stick per head cattle

2 lbs. dry stick per head hog

1 lb. dry stick per head sheep or calves

Multiply the pounds produced by the price of ammonia quoted for blood and that by 15 per cent, or 15 units.

From the above the inquirer can figure his output value against installation and operating costs and decide for himself whether or not it would pay to save liquid stick as such or continue to utilize his tank water as he is doing at the present time.

## Smoking Bacon and Hams

Many inquiries have been received by THE NATIONAL PROVISIONER for smoking methods for cured meats. Full directions for soaking and smoking S. P. meats have been published in THE NATIONAL PROVISIONER, together with a summer smoking schedule for all products, giving hours in smoke and approximate shrinkage. A table of practice in wrapping meats also was given.

A reprint of this may be had by subscribers by filling out and sending in the following coupon, together with a 2c stamp:

THE NATIONAL PROVISIONER,  
Old Colony Bldg.,  
Chicago.

Please send me reprint on smoking  
bacon and hams.

Name .....

Address .....

City .....

Enclosed find a 2c stamp.



## Swedish Potato Sausage

Demand is always present for new kinds of sausage, and the sausage maker who is up to the minute will supply this demand. A Western sausage maker who wants to do this writes as follows:

Editor The National Provisioner:

Please send me a formula on how to make Swedish potato sausage. We have a few calls for it and would like to fill the orders if possible.

The inquirer asks for instructions for making Swedish potato sausage. The following formula is excellent:

50 lbs. trimmed beef flanks, medium fat

50 lbs. pork trimmings, half lean and half fat

40 lbs. peeled raw potatoes

8 pieces of onions

Grind the beef flanks, pork trimmings, potatoes and onions through the  $\frac{1}{8}$  in. plate of the meat grinder.

Put in the mixer and add the following seasoning:

3 lbs. salt

8 oz. ground white pepper

2 oz. ground allspice

Mix well for 3 minutes. Stuff in well selected beef round casings free from scores. If there are weak spots in the casing it will break during cooking. The casing should be cut 16 in. long and stuffed like round bologna.

This sausage is not cooked but sold fresh. The consumer cooks it at home where it should be served piping hot.

Owing to the ingredients, potato sausage will turn dark if exposed to the air, so it is necessary to keep the air from it. This is done by keeping the sausage in a stone crock or jar and covering with a weak salt water brine. Care should be taken to see that the sausage is kept under the brine at all times.

## Hardening Soft Lard

The problem of hardening lard made from soft hogs is not an uncommon one. A Southern packer has run into a bunch of oily hogs and wants to know how to treat the lard to harden it. He says:

Editor The National Provisioner:

We have a problem on hand in which we will greatly appreciate your help and advice with reference to a lot of lard which was made from hogs that were soft.

We have no rendering plant and cook our lard in the open kettle only, with no agitator. Up to this writing we have had little or no trouble, but unbeknown to us until the lard was rendered, we had received a lot of soft hogs, which has given us a soft, oily lard.

What ingredient or percent of beef tallow can we add to give us a lard that can be handled in package form?

Such lard can usually be hardened by adding anywhere from 3 to 10 per cent of lard stearine, and chilling quickly.

It is suggested that the inquirer draw the lard while it is still warm and immediately place it in the cooler where it will chill rapidly, the quicker the better.

The lard on hand that is soft can be melted again and the stearine added to harden it up.

It would probably be more desirable to add the lard stearine than to add beef tallow, as the former would make a strictly lard product while the latter would have to be labelled "beef tallow added."

## Inside Stuff!

*What's going on in the plant told by the men themselves*

### Letters of a Plant Boy to His Pal

#### XI—Learning the Business Through Study and Reading.

(This is the eleventh in a series of letters written by a packinghouse employee to a friend in another plant.)

Packingtown, April 2.

Dear Grover:

There was a young fellow here the other day visiting and going through our plant. He is a kind of an efficiency man in a plant at Baltimore—only he don't set any piece work rates, but he looks after "safety first" and welfare and all that kind of work.

I had to spend a whole day with him, taking him around, showing the plant and explaining our new system.

His name is Schneider, and he was telling me about the course that the Packers' Institute had this fall at the University of Chicago, and he said that most of the big companies sent fellows down there to take the course.

#### Value of Institute Courses.

I got it figured out that if I could get a chance to take that course the next time they have it, it will be a pretty good thing for me. Of course I don't know how much more I would be worth to our outfit if I had that additional education.

I talked to mister Cheatwoode about it, but of course he don't see it the same way you and I might see it.

He thinks that the thing I need more than anything right now would be some reading, writing and arithmetic. But I asked this fellow from Baltimore about that, and he said there was a lot of fellows who was down there who couldn't qualify for the University, but you didn't have to have University credits to take this course.

I wish you would let me know what you think about the proposition.

#### Knows How It Is Done.

I am satisfied that in the departments where I have made detailed time studies I know more about the actual workings of



"I SHOWED IT TO THE SAUSAGE FOREMAN."

the department than anybody else in the plant. And that isn't what Mister Cheatwoode calls egotism, either, because I make a detailed study and I see just exactly what the fellow is doing.

And then I can find out from THE NATIONAL PROVISIONER, the "Packers' Encyclopedia" why he has to do that. And if I want to suggest any changes, I got the real dope before I go to the mat with the foremen and the Supe.

I don't know if I told you or not, but I am running the job here now. Mister Cheatwoode is just sitting back directing me, and when it comes to any arguments about whether a man or group of men can do the job in the time that I set for it, believe me I am in a position to "talk turkey" to the Supe and the foremen.

#### Not All of Them Read.

You remember I told you about the loose-leaf binders that Mister Cheatwoode used to file articles he cut out of THE NATIONAL PROVISIONER. I have copied a good many of the ones from his book that I thought was good, and I have been religiously reading THE NATIONAL PROVISIONER each week.

It is very easy to get, because they don't do much with it down at the Supe's office.

And I think my file is much better than the one Mister Cheatwoode had, 'cause I know a little more about the packing business than he did when he started his scrap book.

And it has come in very handy many times lately when the experts from Chicago have been here telling the Supe this and that, and I have had a good chance to check them up and understand just what they were driving at.

There is one thing sure—I am going to have some good eats when me and Jane starts housekeeping, 'cause nearly every week THE NATIONAL PROVISIONER has something in there showing how something should be cooked and served. And I copy these out on little 3 by 5 cards, and I had a swell feed the other night of some diced baked ham.

#### Tips for the Sausage Foreman.

You know our sausage man thinks he has got a whole lot of trade secrets—but I got a few myself that I got out of the PROVISIONER.

Just the other week there was an article about how to get good flavor in bologna. I showed it to the sausage man. He got pretty sore, thinking I was trying to run his department.

But you know the old cookie brought me down a hunk of bologna the other day, and asked me what I think about it!

So that proves I am getting to be an expert.

And the funny part was that you could really eat the stuff—and if you ever et any of our old bologna you would know what I mean.

Well, I am going to chop this off for this time.

Yours truly,

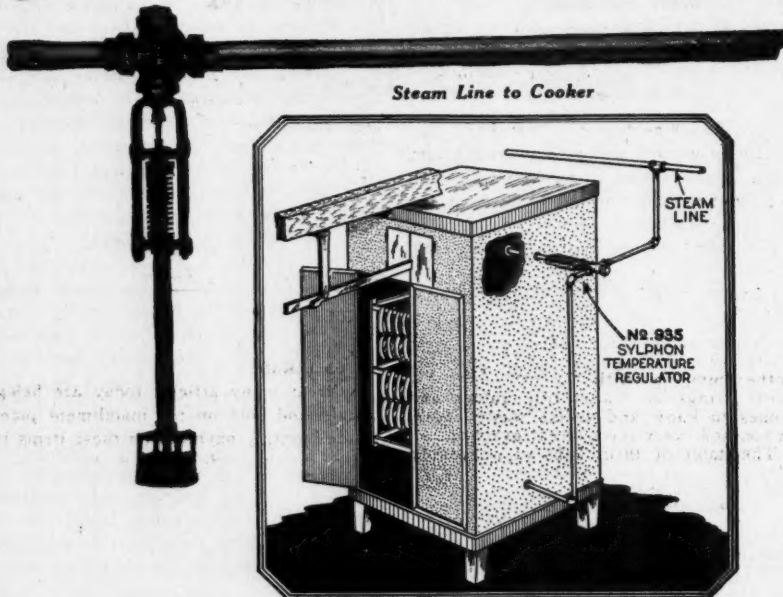
JOE WALSH.

*In his next letter Joe tells what happened when the Big Boss came down to see how the system was working.*



# Sylphon

## Automatic Temperature Control is the Certain Way to Uniform Quality and Yield from Steam Cookers



No. 935 Sylphon Regulator installed on steam cooking box for ham or sausage. Exact cooking temperature is maintained at all times.

The secret of automatic control is the well known Sylphon Bellows, the motor element in every Sylphon Regulator, which is the most sensitive, durable and accurate expansion unit known to engineering science.

To keep that same uniform high quality that leads to increased demand for your product, you must have definite control of your cooking temperatures.

Loss of weight from overcooking; or poorly flavored hams and sausages, with bad keeping qualities, due to undercooking, are bound to occur under manual methods of temperature control.

A Sylphon Temperature Regulator, easily and quickly installed on your steam cookers, will operate automatically without supervision to maintain just the one best temperature for the uniform quality of your cooked meats.

The self-contained construction of Sylphon Temperature Regulators eliminates all delicate or complicated auxiliaries.

They require no adjustments, or repairs, and their moderate first cost is quickly offset by the savings effected in cost of production and elimination of cooking losses.

Further details on the value of automatic temperature control in the meat packing industry will be sent you on request. Ask for Bulletin NPT-110.

### THE FULTON COMPANY KNOXVILLE, TENN.

ORIGINATORS AND PATENTEES OF THE SYLPHON BELLOWES

Sales offices in: NEW YORK, CHICAGO, DETROIT, BOSTON, PHILADELPHIA, and all principal cities in the U. S.

European representatives: Crosby Valve & Engineering Co., Ltd., 41-42 Foley St., London, W. I., England. Canadian representatives: Darling Bros., Ltd., 120 Prince St., Montreal, Canada.

### EUROPEAN PROVISION CABLES.

The market at Hamburg shows little alteration, stocks and demand remaining practically the same as last week, says J. E. Wrenn, American Trade Commissioner, Hamburg, Germany, in his weekly cable to the U. S. Department of Commerce. Receipts of lard for the week were 2,500 metric tons.

Arrivals of hogs at 20 of Germany's most important markets were 94,000 at a top Berlin price of 13.63c a lb., compared with 82,000 at 17.30c a lb. for the same week last year.

The Rotterdam market was slow, with prices decreasing, and the market at Liverpool was slightly firmer with an improved demand noted.

The total of pigs bought in Ireland for bacon curing was 12,000 for the week, compared with 15,000 for the same period last year.

The estimated slaughter of Danish hogs for the week ending April 1, 1927, was 83,000.

Stocks at Liverpool April 1, 1927:  
Bacon, cwt., 112 lbs. .... 55,010  
Hams, cwt., 112 lbs. .... 19,696  
Lard, prime steam, tierces. .... 649  
Lard, refined tons 2,240 lbs. .... 492

**Hamburg.**

Stocks.	Demand.	Prices
Refined lard	About the same	@ 14.06
Fatbacks	as last week	@ 5.67
Frozen pork livers		@ 12.71
Extra oleo oil		@ 11.80

**Rotterdam.**

Stocks.	Demand.	Prices
Extra neutral lard..Lt.	Poor	15.11@14.92
Refined lard	Med.	13.92@13.88
Extra oleo oil	Med.	@ 12.56
Prime oleo oil	Med.	@ 11.28
Extra oleo stock	Poor	@ 11.65
Extra premier jus..Hvy.	Med.	8.37@ 8.28
Prime premier jus..Hvy.	Med.	*

**Liverpool.**

Stocks.	Demand.	Prices
Hams AC light	Med.	22.78@23.21
Hams AC heavy	Med.	22.78@23.21
Hams, long cut	Med.	22.78@23.21
Cumberlands, light	Med.	17.58@18.01
Cumberlands, heavy	Med.	17.58@18.01
Square shoulders	Poor	14.76@15.19
Plenics	Lt.	16.71@18.45
Clear bellies	Poor	19.10@19.53
Refined lard boxes	Med.	@ 14.43

\*Not quoted.

### PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending April 2, 1927, with comparisons:

	Week ending April 2.	Prev. week.	Cor. week.
Western dressed meats:			
Steers, carcasses	2,210	2,823	2,139
Cows, carcasses	270	962	986
Bulls, carcasses	391	373	152
Veals, carcasses	1,414	2,170	2,353
Lambs, carcasses	8,824	8,606	12,226
Muttons, carcasses	835	920	1,062
Pork, lbs.	506,227	406,628	522,139
Local slaughters:			
Cattle	1,846	1,890	1,960
Calves	2,727	2,535	2,636
Hogs	19,707	14,025	17,517
Sheep	5,326	5,905	4,808

### NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under federal inspection at New York City, N. Y., are officially reported for the week ending April 2, 1927, with comparisons as follows:

	Week ending April 2.	Prev. week.	Cor. week.
Western dressed meats:			
Steers, carcasses	7,838	6,829 1/4	6,154
Cows, carcasses	381	394	507
Bulls, carcasses	100	88	61
Veals, carcasses	13,610	11,613	11,978
Lambs, carcasses	21,048	18,997	31,103
Muttons, carcasses	1,414	2,532	2,785
Beef cuts, lbs.	535,982	195,198	641,203
Pork cuts, lbs.	1,206,692	1,830,747	1,116,061
Local slaughters:			
Cattle	10,746	8,934	7,776
Calves	18,017	15,729	18,148
Hogs	49,873	47,208	42,250
Sheep	43,660	46,689	40,980

# A Page for the Packer Salesman

## Three Kinds of Salesmen

### The "Go Getter" Wins While the Lazy Man Loafs

There are three kinds of packer salesmen, according to one of them.

The first two make good and are very valuable to their firm, while the third is a "misfit" all around and is not worth his salt. Read this salesman's letter and see if you don't know some of each kind:

Editor THE NATIONAL PROVISIONER:

There are three classes of salesmen.

First, there is the salesman who, when handed a message, delivers it to Garcia. This salesman is a "go getter," and he soon attains the heights of success.

Second, there are salesmen who obey orders under direction, and by keeping in close touch with their house and working conscientiously they accomplish what is expected of them, and in time make good salesmen.

#### The Lazy Salesman.

Third is the mediocre salesman, he of the procrastinating habits. He puts off for tomorrow that which ought and could be done today. When asked why he does not produce he has the excuse that his price is out of line, or that competition is keen.

He always quotes his competitors' instead of ignoring them. If it rains he does not go out. If it is hot he says nobody eats much anyway and he stays in the shade. If times are hard he consoles himself with the thought that business is punk anyway—but the busy man goes out and gets the business.

If there is a mistake in his orders he blames his house in the presence of the customer, reproaches the credit department when orders are cut out due to his carelessness or inability to collect when due. He pays no attention to appeals from his house for help in disposing of certain products they want sold.

#### A Clock Watcher.

He complains that he is worked to death, when in fact he kills time from Monday until Saturday by getting on the job late and watching the clock so he can knock off early. He weeps and wails and complains instead of approaching his trade with a firm and steadfast purpose of getting an order and then getting off to the next one without delay.

Here are the points in the way the first two kinds work:

They don't watch the clock. They are on the job early and late and work as long as there are any prospects in sight.

They stand by their house. They convince their customers of the necessity of prompt remittances.

#### Keep the House Posted.

They read all correspondence and keep their house posted on conditions which effect their line.

They avoid talking hard times or other conditions which distract the merchant.

Business is always good when talking to a customer.

They sell the firm's name and the firm's service. This is paramount with them always.

Their motto is, "Give full service to the house and a square deal to the customer."

Yours very truly,

PACKER SALESMAN.

## THE HABIT OF THRIFT.

The habit of thrift brings money and property to the man who practices it. He lives within his income, saves constantly, invests prudently.

His industry never lags. He always has what unthinking people call "good luck." Year after year his store increases. Fear of poverty is banished. He lives in plenty.

The desire to spend which torments so many who have little to spend does not bother him, for with the prosperity his thrift brings he learns true values and comes to know and dislike waste, indulgence, and every form of extravagance.

The habit of thrift robs of no proper pleasure, clouds no worthy outlook, narrows no life, hampers no laudable purpose.

On the contrary, for the sound character it adds immensely to the joys of existence, widens every prospect for usefulness and honor, broadens the horizon of opportunity, and makes possible the realization of lofty aspirations.—Old Hickory Smoke.

## READS THE SALESMAN'S PAGE.

Here is a branch house manager who reads this page and wants his salesman to read it too. He says:

Editor THE NATIONAL PROVISIONER:

I am very much interested in your "Packer Salesman's Page" and would appreciate your sending me 15 copies of this page, if you have any on hand. I was particularly interested in the "Low Man" and "Price" articles in a recent issue.

Yours very truly,

BRANCH HOUSE MANAGER.

#### Oh, That's Different.

Mike had become a convert to Socialism, and Pat asked him to explain it.

"It's this way, Pat. If I had two million dollars, I'd give ye wan of them."

"An' if ye had two farms, would ye give me wan?"

"I would, Pat."

"An' would ye give me wan house if ye had two?"

"Sure, Pat."

"An' ye'd give me wan pig?"

"Gwan now, Pat, ye know I have two pigs."

A NIXIE WAITS FOR BUSINESS—A GO-GETTER GOES AFTER IT!



GO-GETTER IS ALWAYS ON THE JOB.

## Prompt Collections

### Salesman Should Help Firm Get Money When Due

The wide spread of the installment buying plan has made it "hard sledding" for retailers, and consequently for packers at times. Many people do not have enough money left after meeting their various installments to pay their grocery and meat bills.

They put the retailer off, making his collections slow, and often he in turn becomes "slow pay" to the packer because of it.

To combat this tendency and to impress upon its salesmen the need for prompt collections, one progressive middle-western packer recently sent the following letter to its sales force:

To SALESMAN:

A great many articles today are being bought and sold on the installment plan. If the monthly payment on these items is not promptly made they are taken away from the purchaser.

Take the average wage earner at \$125 per month buying an automobile on the monthly payment plan.

His payments every month will be around \$50. It will cost at least \$25 per month to operate this car.

#### Retailer Gets Stuck With Bad Debt.

This leaves \$50 per month for house rent, food, clothes, etc. This is not sufficient for him to live on, so he goes to the grocer or butcher who will extend him credit and buys his food. He has not sufficient funds to pay the bill and the retailer is stuck.

We are having more trouble with credits and collections than at any time since we have been in business, and we think this is due to the fact a great many of our customers are suffering heavy losses on credit business.

We want all of you to encourage your dealers to sell for cash. If this is not possible, try and persuade them to sell on weekly terms. Nearly all wage earners are paid weekly or every two weeks at the most, and a credit of one week should be sufficient for any class of the retail trade.

#### Meat Dealers too Lenient.

If your dealers do not watch their credits they are going to help pay for gasoline, tires, automobiles, washing machines and the rest of the goods which are being sold on the monthly-payment plan.

Just check over with your retailer who extends credit and see how many of his customers have automobile who are not paying their bills.

They pay cash for gasoline—WHY NOT FOR FOOD?

Our terms to all trade are ONE WEEK, and we are going to insist on you collecting all of your accounts in full every week.



## Trend of Pork Products Markets in First Three Months of 1927

These charts in THE NATIONAL PROVISIONER MARKET SERVICE series show the trend of prices of fresh and cured pork products and live hogs at Chicago for the first three months of 1927, with comparisons for the same period in each of the four years previous.

Prices of green product have been stronger than those for cured meats and lard, but even in the case of green meats some of the more important cuts have shown weakness throughout the period or during some part of it. Cured product prices have been steady to weak.

### Fresh Pork Products.

**Pork Loins**—The market on pork loins generally has not been satisfactory. Early in the year light loins were more plentiful, throwing the stronger end of the market to the medium and heavy averages. This situation, however, was reversed somewhat toward the latter end of the period.

The supply of Western shipped loins at Chicago was sufficient to de-

press prices on fresh city trim loins. At the same time Eastern markets were relatively weak. Due to the fact that prices were low at the beginning of the year, the slight upward tendency evident was easily obtained.

**Hams**—The plentiful supply of light hams combined with the very weak domestic and export outlet was a depressing factor in this market. Some strength was given to the market by buying to hedge against export sales. An improved export demand recently has strengthened the situation somewhat.

**Bellies**—Green seedless bellies have held relatively firm on rather limited transactions for the first quarter of the year. Considerable buying of this product took place during November and December which apparently took care of requirements well into the new year.

**Boston Butts**—While there has been quite an extensive trade in Boston butts, the action of the hog market and the pressure on the loin market held prices in check during the first two months of the new year. As usual, as the Easter season approaches demand increases. This, coupled with a light production, has resulted in an advance in selling prices.

**Picnics**—Picnics have held relatively firm, the sustaining factor being the good outlet for the medium and heavy averages through the route of sausage trimmings. This resulted in a light put-down and naturally creates more demand for the 4/6 and 6/8 averages for domestic needs as well as for export purposes.

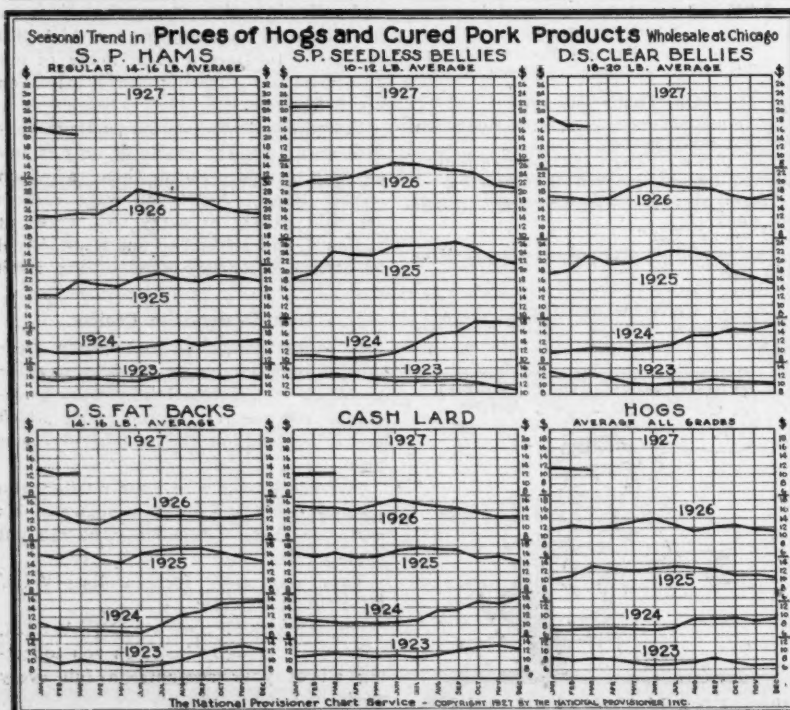
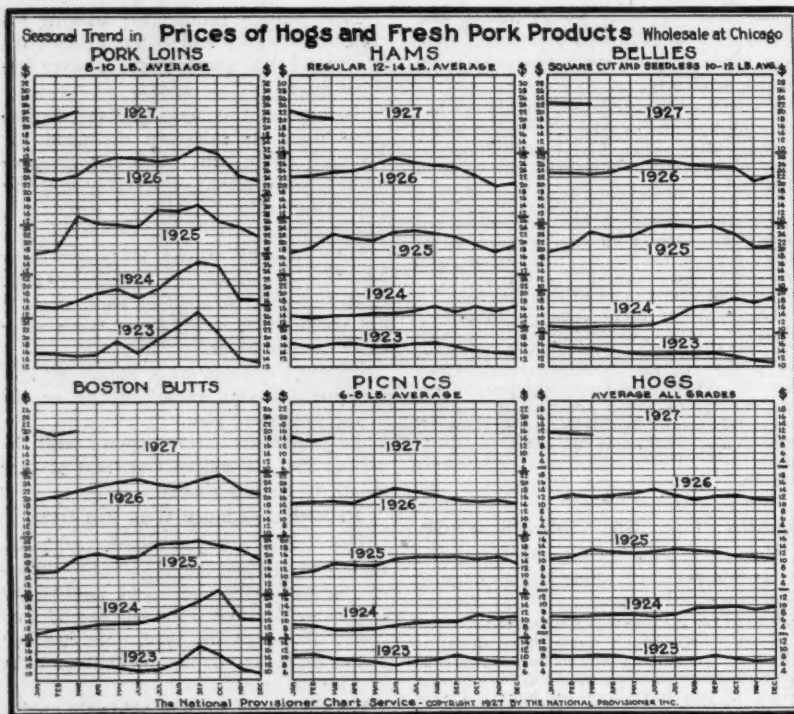
### Cured Products.

**S. P. Hams**—Prices on sweet pickled hams have been showing a lower trend on liberal supplies. Recently, however, considerable strength has developed in the light and medium averages for the Easter trade in this country and for an improved export outlet. The situation on the heavy averages has been unsatisfactory.

**S. P. Bellies**—This product has enjoyed a wide distribution through regular trade channels. The bacon business has been good and there is a large demand for bacon for slicing purposes, sufficient to prevent any drastic declines in the price of this product.

**D. S. Bellies**—Stocks of D. S. bellies have been very light, due to a strong demand during the latter part of 1926, and the expectation of limited receipts of heavy hogs. With supplies at a low working point selling prices advanced. With the appearance of more heavy hogs on the market stocks showed an increase, accompanied by a price decline.

(Continued on page 36.)





# PROVISIONS AND LARD

## WEEKLY REVIEW

All articles under this head are quoted by the barrel except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

### Trading Quiet—Prices Steady—Hog Movement Larger—Stocks Increased.

The provision market continued very quiet during the past week, with narrow changes in price and a persistent lack of general trade in the futures market. The demand for cash products, however, seems to have been fair, and there has been a steady outward shipment from the leading packing points, but the statement of stocks at the principal points shows that the distribution is not keeping pace with the production.

The shipment of product from Chicago the past week showed an increase in fresh meats over last year, with the lard shipments about the same, and cured meats a little under last year.

### Hog and Cattle Receipts Increased.

The receipts of hogs at the principal points for the week showed an increase over the preceding week, with the total 140,000 in excess of last year. There was also an increase in the cattle movement compared with a year ago, but a slight decrease in the receipts of sheep.

The average price of hogs has gained a little compared with last week, but the actual fluctuation in the prices has been very narrow. The demand for hogs by shippers has continued fair, and the carry-over from day to day in the stock yards has not been very depressing.

The situation as to the production and distribution of product is really quite interesting. The statement of the stocks of product at the leading points showed a total meat supply of 253,000,000 lbs. against 217,000,000 lbs. last month, and 220,000,000 lbs. last year. The fact of the gain in the total in view of the packing is construed as indicating a decrease in the demand for distribution, with prospects less favorable than the conditions a year ago.

### May Be Due to Employment Conditions.

Such a deduction is possibly the result of employment conditions in a few sections. A study of the business map now compared with a year ago shows fewer high spots of good business than a year ago throughout the country, a larger proportion of medium spots, and somewhat larger areas of black spots, but on the other hand, the car loadings are running over the million mark earlier than last year, and there seems to be no indication in the volume of distributing business to cause any general apprehension as to the continuation of good demand for products.

The total lard supply was 51,000,000 lbs. 41,000,000 lbs. last month and 48,000,000 lbs. last year. The figures are somewhat impressive, but not enough to be very disturbing. The total supply of lard on hand at the leading points is less than a month's consumption in the domestic trade, and also barely a month's export movement so that there is no oppressive stock in the show windows.

The supply of meats is possibly a little more impressive, but even that is not large in view of the persistently heavy disappearance in both the domestic trade and a fair export movement.

### Exports Show Falling Off.

The exports of products the past week showed a falling off in meats, compared

with the previous week and compared with last year, and also a falling off in lard. The export movement in meats is quite disappointing, and the moderate level of prices does not appear to encourage the foreign absorption. This is possibly due to the increased production of live stock in the importing countries, and also in fats, to the liberal supply of vegetable fats from the Far East.

The reports on the hog situation and the possible supplies are a little conflicting. Some private authorities issued reports last week pointing to some gain in the number of hogs, and there was some belief expressed that the total would be large enough to be a considerable factor in controlling prices regardless of the question of demand for the next few months.

The packing statistics since March 1 show a small increase over last year, but the increase is not much more than the proportionate gain in the population. The month's increase in packing is about 250,000 hogs, or possibly 3,000,000 hogs in

the course of the year if continued at that rate.

### Corn-Hog Ratio Steady.

The corn-hog ratio has been holding fairly steady of late, with continued encouragement in the comparative prices for feeding operations. Some attention has been directed to a statement from Iowa that owing to better feeding conditions, it was taking a smaller amount of corn to make a hundred pounds of live hog than previously, but the reports from Washington in connection with these feeding reports, have tended to indicate that if corn was not fed, other feedstuffs had to be substituted, it not yet having been demonstrated that the method of feeding could be substituted for the actual feedstuffs to any material extent.

The possibilities of a fairly early opening of the pasturage and range conditions will naturally have a tendency to lessen the demand on the concentrated feeds and grains, but this is a condition which is seen every year, and has its seasonal influence only.

The prices for feedstuffs are apparently not attractive, and yet the government report in March of the farmers' intentions to plant, showed probabilities of an increase in all feed grains, particularly in the South, and therefore in one way or another the results from the feed crops have been satisfactory enough to encourage increased production.

### South May Raise More Livestock.

The probabilities of increased crop productions in feedstuffs in the South is expected to be reflected in an increased livestock supply and possibly a smaller demand on the northern producing section for shipment of feedstuffs south.

The possibilities of the decrease in the cotton crop and decrease in the oil supply is attracting a good deal of attention. There seems to be evidence of a real decrease in acreage, and the reports by the government on the boll weevil conditions tend to indicate probabilities of more chance of damage this year than last year.

**PORK**—The market was quiet at New York but steady, with mess quoted at \$37; family, \$39.50@41.50; and fat backs at \$30 @33. At Chicago, mess was quotable at \$36.

**LARD**—Domestic demand was reported fairly good, but export interest quiet. At New York, prime western quoted at \$13 @13.10; middle western, \$12.85@12.95; city tierces, 12½¢; refined continent, 13½¢; South America, 14½¢; Brazil kegs, 15½¢; compound, 11¢.

At Chicago regular lard in round lots quoted at 5¢ under May; leaf lard, 1.22½¢ under; and loose lard at 1.30¢ under.

**BEEF**—Demand was fair and the market firm at New York with mess quoted at \$19@21; packet, \$19@21; family, \$21@22; extra India mess, \$34@36; No. 1 canned corned beef, \$2.50; No. 2, 4.25; 6 lbs., \$12.75; and pickled tongues \$55@60 nom.

SEE PAGE 47 FOR LATER MARKETS.

### LIVERPOOL PROVISION STOCKS.

Stocks of provisions at Liverpool, England, on April 1, 1927, with comparisons, are officially reported as follows, by cable:

	April 1, 1927.	Mar. 1, 1927.
Hams, lbs.	6,161,120	4,040,008
Shoulders, lbs.	2,208,982	2,847,884
Lard (P. S. W.) tierces	649	686
Lard, refined, tons.	492	1,503

### PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ending April 2, 1927, with comparisons, are reported by the U. S. Department of Commerce, as follows:

	Week ending—	Jan. 1, 1927.	to
	Apr. 2, Apr. 3, Mar. 20, Apr. 2, 1927.	1927.	1927.
	M lbs.	M lbs.	M lbs. (a)
<b>Ham and Shoulders, Including Wiltshires.</b>			
Total	700	2,096	1,058
To Belgium	1	880	1
United Kingdom	690	1,803	980
Other Europe	61	241	35
Cuba	51	52	37
Other countries	10	88	198

<b>Bacon, Including Cumberlands.</b>			
Total	1,783	4,926	3,143
To Germany	1,748	2,111	1,051
United Kingdom	30	1,119	2,335
Other Europe	5	508	596
Cuba	1	1	3,950
Other countries	5	88	198

<b>Lard.</b>			
Total	12,408	12,508	12,845
To Germany	5,034	3,096	2,690
United Kingdom	7,225	5,900	5,742
Other Europe	942	801	1,048
Cuba	1,002	1,860	904
Other countries	597	298	850

<b>Pickled Pork.</b>			
Total	180	200	190
To U. Kingdom	18	11	16
Other Europe	5	15	144
Canada	90	68	118
Other countries	70	100	56

	Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.	Pickled pork, M lbs.
Total	700	1,783	12,408	180
Boston	121	30	30	6
Detroit	297	247	1,197	.....
Port Huron	.....	.....	232	90
Key West	51	.....	862	.....
New Orleans	19	5	706	70
New York	3	1,480	8,051	17
Philadelphia	.....	.....	39	.....
Portland, Me.	200	45	622	.....

### DESTINATION OF EXPORTS.

	Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.
<b>Exported to:</b>			
United Kingdom (total)	690	1,748	.....
Liverpool	362	1,324	.....
London	.....	153	.....
Manchester	.....	7	.....
Glasgow	.....	40	205
Other United Kingdom	272	61	.....
<b>Exported to:</b>			
Germany (total)	5,084	.....	.....
Hamburg	4,783	.....	.....
Other Germany	301	.....	.....

a Corrected to February 28.

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## TREND OF PRODUCT PRICES.

(Continued from page 34.)

**D. S. Fat Backs**—The production of medium and heavy backs up to quite recently was rather limited, and the demand was more than sufficient to absorb the supply. Large producers were compelled to go into the market for their requirements previous to the heavy hog runs. This demand reduced stocks materially and resulted in a slight advance in the price.

**Lard**—The price of lard has held steady at a level well under manufacturing costs. There has been little interest on the buying side with the exception of some demand for replacement. The low price which has prevailed indicates no special demand.

**Hogs**—While hog prices have held steady to slightly lower, hoof prices have been out of proportion to the value the packer could get out of the hog. The lard yield has been heavy and the selling price on this commodity has left considerable money to be made up on other cuts, most of which were barely carrying their own costs.

### LESS U. S. LARD TO GERMANY.

Lack of confidence in the stability of present American price levels is held responsible for the comparatively small shipments of lard being sent to Germany this season, according to reports received by the U. S. Department of Commerce.

Lard receipts at Hamburg for the first eight weeks of 1927 totaled 10,231 tons compared with 18,953 tons in the same time, 1926 and 26,667 tons during the same season in 1925.

## Meat Stocks Increase

Stocks of meats and lard on hand on April 1 at the seven principal markets show a considerable increase over those of a month ago, and in most cases over those of the same date a year ago. The exception is in dry salt meats.

Stocks of sweet pickle meats increased more than 17,000,000 lbs. during the month and stand nearly 50,000,000 lbs. heavier than those of April 1, 1926. The increase is evident not only in regular and skinned hams but in bellies and picnics as well.

Dry salt meat stocks are still well under those of a year ago, the bellies on hand being about 11,500,000 lbs. lighter than the stocks of the same date last year, and fat backs being more than 6,000,000 lbs. less.

Lard stocks are nearly 4,000,000 lbs. more than those of the same period of a year ago and show an increase of nearly 10,000,000 lbs. during March.

All meats on hand have been put down from high priced hogs. The stocks are none too heavy if hog runs are light, especially if the supplies of cattle and sheep continue to show such a considerable decline from the receipts of a year ago, thereby withdrawing considerable meat competition from hog products.

Stocks at Chicago, Kansas City, Omaha, St. Louis, East St. Louis, St. Joseph, and Milwaukee on March 31, 1927, with comparisons, as especially compiled by THE NATIONAL PROVISIONER are as follows:

	Mar. 31, '27	Feb. 28, '27	Mar. 31, '26
Total S. P. meats	183,140,631	165,459,551	135,713,690
Total D. S. meats	42,997,277	29,158,926	60,948,075
Total all meats	226,137,908	194,618,477	196,661,765
P. S. lard	41,493,482	32,426,322	35,825,611
Other lard	9,654,326	8,978,764	11,752,861
Total lard	51,147,808	41,405,086	47,578,472
S. P. reg. hams	75,223,406	69,249,267	56,943,337
S. P. sknd. hams	42,708,440	36,845,757	28,894,882
S. P. bellies	43,126,433	40,447,734	32,767,625
S. P. picnics	21,608,463	18,463,835	16,735,781
D. S. bellies	30,983,756	18,962,600	41,497,312
D. S. fat backs	9,718,529	7,965,940	15,877,012

### GERMAN LARD IMPORTS.

Lard imports into Germany for the month of January, 1927, amounted to 20,818 lbs., of which 18,104 lbs. went from the United States. Total imports of lard into Germany during 1926 compared with imports from the United States, by months, are reported, as follows, by the U. S. Department of Agriculture:

	1926	From United States
January	19,559,000	17,864,000
February	24,984,000	22,537,000
March	24,093,000	22,598,000
April	21,396,000	19,425,000
May	16,731,000	14,031,000
June	18,443,000	15,609,000
July	17,125,000	14,147,000
August	18,912,000	15,544,000
September	17,819,000	17,585,000
October	21,387,000	18,208,000
November	21,714,000	19,038,000
December	17,216,000	14,216,000
	230,349,000	210,700,000

### LARD AND GREASE EXPORTS.

Exports of lard from New York, April 1 to April 5, 8,869,420 lbs.; tallow, none; grease, 1,481,200 lbs.; stearine, none.

*How should the hog "sticker" work to avoid damage to shoulder meats? Ask The Blue Book, the "Packer's Encyclopedia."*



# TALLOW, STEARINE, GREASE AND SOAP

## WEEKLY REVIEW

**TALLOW**—The market for tallow the past week has been slightly easier with sales of outside stuff and extra at 7½¢ f.o.b., in a small way, followed by sales of outside stuff at 7½¢ f.o.b. Negotiations were under way in extra at 7½¢.

Offerings however, were not pressed for sale, with sellers asking 7½¢ at New York, but buyers were not interested except at concessions, particularly the more important soapers. At New York special quoted at 7½¢; extra at 7½¢; and edible at 8¼¢ at 8½¢.

At Chicago the market was barely steady, with edible quoted at 8½¢; fancy at 8¢; prime packer at 7½¢; No. 1 at 7½¢ at 7¼¢.

At the London auction on Wednesday, April 6th, 1,541 casks were offered and 982 sold at prices unchanged from the previous week with mutton quoted at 36¢ 37s; beef at 36s 6d@40s and good mixed at 34s@36s 6d. At Liverpool, Australian tallow was unchanged for the week with fine quoted at 38s 6d and good mixed at 35s 9d.

About 500,000 lbs. of extra tallow sold at 7½¢ to leading soap makers in New York.

**STEARINE**—The market was dull and barely steady with demand slow, owing to inactive compound trade. At New York, oleo was quoted at 9¼¢. At Chicago the market was quiet with oleo quoted at 9¼¢.

**OLEO OIL**—Demand was rather limited and the market easier with prime New York quoted at 11½¢; medium at 10¼¢; and lower grades at 9¼¢ nominal.

At Chicago extra was quiet and quoted at 11½¢.

SEE PAGE 47 FOR LATER MARKETS

**LARD OIL**—Demand reported limited and the market barely steady with edible at New York quoted at 14¼¢; extra winter, 13½¢; extra, 12¼¢; extra No. 1 at 11¼¢; No. 1 at 10¼¢; No. 2 at 10¼¢.

**NEATSFOOT OIL**—Demand was rather limited, and on the whole moderate but the market was steady with pure New York quoted at 12¼¢; extra at 11¼¢; No. 1 at 10¼¢; and cold test at 15¼¢.

**GREASES**—A very quiet demand continued in this quarter and prices were barely steady with a little more pressure to sell and with a fairly steady tone in tallow. Generally, conditions showed little or no change, with consumers interested only at concessions, while producers were not inclined to press the market.

At New York yellow and choice house was quoted at 6¼¢@6¾¢; A white, 7¼¢@7½¢; B white, 7¼¢@7½¢; and choice white, 9¼¢.

At Chicago greases were barely steady with demand limited. Choice white was quoted at 8½¢; A white, 8¢; B white, 7¢; yellow, 6¼¢@6¾¢; and brown, 5¼¢@6¢.

### EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, April 8, 1927.—We have a good demand for various fertilizer materials for quick shipment, as business has been quite good in this section with the

fertilizer manufacturers as far as tonnage is concerned, but prices of mixed fertilizer are very low.

Ground tankage stocks are about cleaned out with only one or two cars offering. Blood stocks are exhausted as well.

South American tankage is offered at \$4.40 & 10¢ and blood at \$3.90, both c.i.f. U. S. ports for April-May shipment from South America.

South American bone meal 3 per cent and 50 per cent sold at \$29 c.i.f., while European is held and selling at the same price. Domestic stocks of steamed bone meal are very limited in the East, and most producers are out of the market.

Nitrate of soda has been in better demand, and quite some resale sulphate of ammonia is coming on the market, as most buyers wish to avoid carrying any of this material over, as they are looking for lower prices next season. The same thing applies to nitrate of soda.

### Packinghouse By-Products

Chicago, April 8, 1927.

#### Blood.

Very little doing in this market, buyers bidding \$4.50 and sellers asking \$5.00.

	Unit ammonia.
Ground and unground.....	\$4.50@5.00

#### Digester Hog Tankage Materials.

Offerings very scarce for this time of year and market firm, although nominally lower.

	Unit ammonia.
Ground, 11 to 12% ammonia.....	\$4.75@5.00
Ground, 6 to 10% ammonia.....	4.25@4.65
Unground, 11 to 13% ammonia.....	4.50@4.75
Unground, 6 to 10% ammonia.....	4.00@4.40
Liquid stick, 7 to 11% ammonia.....	3.00@3.25

#### Fertilizer Materials.

Market about unchanged and very quiet for the week, with little trading reported.

	Unit ammonia.
High grade, ground, 10-11% ammonia.....	\$3.25@3.35
Lower grade, ground & ungrd. 6-9% am....	2.75@3.00
Hoof meal .....	2.50@2.75

#### Bone Meals.

Bone meals for fertilizer uses are very quiet as buyers and sellers remain too far apart in their views to permit of much trading.

	Per Ton.
Raw bone meal.....	\$32.00@42.00
Steam, ground .....	28.00@37.00
Steam, unground .....	24.00@30.00

#### Cracklings.

The cracklings market is reported as more active during the week.

	Per Ton.
Hd. prod. & exp. ungrd., per unit protein.....	\$1.15@1.20
Soft pressed pork, ac. grease and quality.....	85.00@85.00
Soft pressed beef, ac. grease and quality.....	55.00@55.00

#### Horns, Bones and Hoofs.

A lower tendency is reported, although offerings are quite small.

	Per Ton.
Horns .....	\$50.00@175.00
Round shin bones.....	45.00@ 50.00
Flat shin bones.....	42.00@ 45.00
Thigh, blade and buttock bones.....	40.00@ 45.00
Cattle hoofs .....	35.00@ 38.00

(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

### Gelatine and Glue Stocks.

A good demand is reported in this market at firm prices.

	Per Ton.
Kip and calf stock.....	\$30.00@40.00
Rejected manufacturing bones.....	45.00@47.50
Horn pits .....	38.00@39.00
Cattle jaws, skulls and knuckles.....	37.00@38.00
Sinews, pizzles and hide trimmings.....	24.00@25.00

### Animal Hair.

This market continues very quiet, as it has been for the past several weeks.

	Per Pound.
Coll and grey dried.....	2 @3½¢
Processed feed .....	4¼@7¢
Black dyed .....	5 @8¢
Cattle switches, each*.....	8¼@5¢

\*According to count.

### Pig Skins.

Very little trading reported in this market during the week.

	Per Pound.
Tanner grades .....	6¼@7¢
Edible grades, unassorted.....	4¼@4½¢

### JAN. MARGARINE PRODUCTION.

Actual production of margarine for January, 1927, with comparisons, as reported by margarine manufacturers to the Bureau of Internal Revenue, is tabulated as follows:

	Jan., 1927.	Jan., 1926.
Uncolored margarine .....	21,506,222	21,397,722
Colored margarine .....	1,241,821	1,187,143
Total .....	22,748,103	22,584,865

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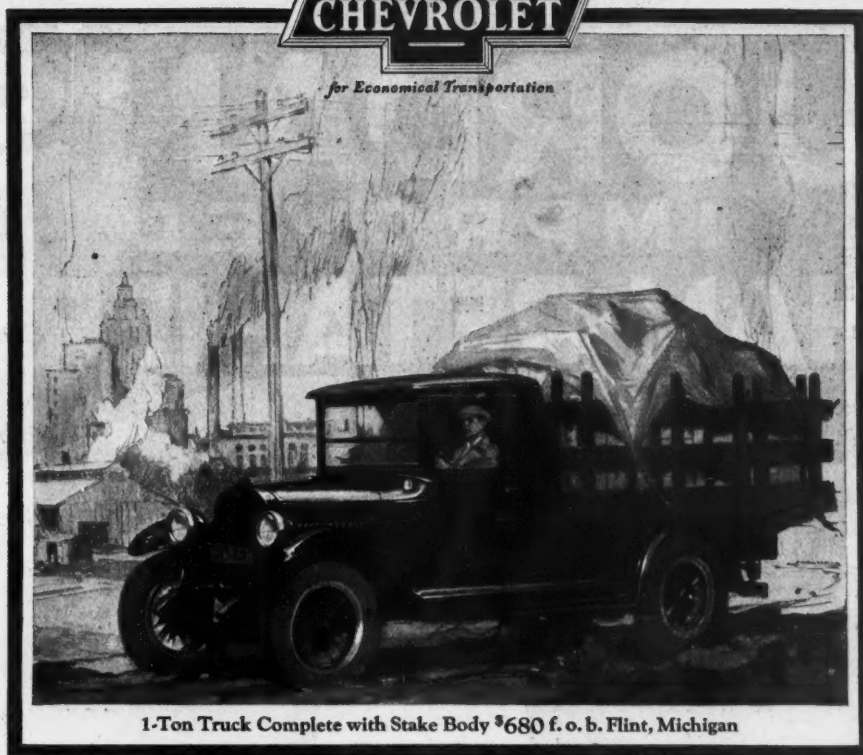
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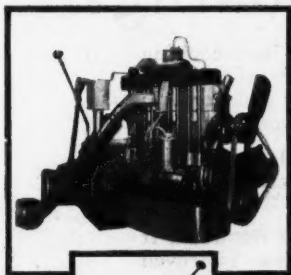


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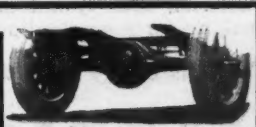
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# HAM RETAINERS



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In a short time you will be in the middle of your ham cooking season. Your need for ham retainers will then be immediate. The far-sighted and practical thing to do is to check up and make certain that you have an ample supply of ham retainers on hand.

If your supply is low, you of course will want to replenish it with Jordan's Improved Ham Retainers. They produce a better product with a big saving of both time and labor.

When cooking and processing hams in Jordan's Ham Retainers it is never necessary to repress the hams because these improved retainers are equipped with springs which compensate for the maximum expansion and contraction. They are made from a single sheet of material, thus eliminating all rivets and seams or sharp crevices, making for easy cleaning.

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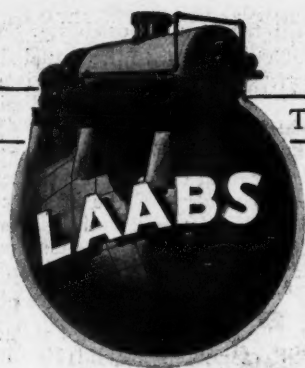
## THE ALLBRIGHT-NELL CO.

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THE WORLD'S FOREMOST RENDERING UNITS

## Purchasers of Laabs Equipment

### No. 9

The Ninth of a series  
of articles on the  
superiority of Laabs  
Sanitary Rendering  
processes and  
equipment.

Allerdice Hide & Tallow Co.,  
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Armour & Co., Chicago, Ill.  
Armour & Co., Omaha, Nebr.  
Armour & Co., Huron, S. D.  
Armour & Co., Fort Worth, Texas  
Armour & Co., Milwaukee, Wis.  
Armour & Co., Buenos Aires,  
Argentina, S. A.  
Armour & Co., Montevideo, Uruguay, S. A.  
Arnold Bros., Chicago, Ill.  
Associated By-Products Co., Seattle, Wash.  
Aurora By-Products Co., Aurora, Ill.  
H. C. Bohack Co., Brooklyn, N. Y.  
Louis P. Bornwasser Co., Louisville, Ky.  
H. C. Braun & Sons, Inc., Baltimore, Md.  
Henry Burkhardt Pkg. Co., Dayton, Ohio  
P. Burns & Co., Ltd., Vancouver, B. C.,  
Canada  
Chappel Bros., Inc., Rockford, Ill.  
Colorado Animal By-Products Mfg. Co.,  
Denver, Colo.  
Colorado Animal By-Products Co.,  
Salt Lake City, Utah  
Cudahy Bros. Co., Cudahy, Wis.  
Cudahy Packing Co., Chicago, Ill.  
Dallas Animal By-Products Co.,  
Dallas, Texas  
Danahy Packing Co., Buffalo, N. Y.  
Davenport Slaughter & Rendering Co.,  
Davenport, Iowa.  
David Davies, Columbus, Ohio  
Erie Reduction Co., Erie, Pa.  
Wm. Focke's Sons Co., Dayton, Ohio  
Globe Rendering Co., Chicago, Ill.  
Hansen Packing Co., Butte, Mont.  
Stanley Hiller, Inc., Oakland, Calif.  
Illinois Packing Co., Chicago, Ill.  
Ch. Kunzler Co., Lancaster, Pa.  
George Kern, Inc., New York, N. Y.  
Kohrs Packing Co., Davenport, Iowa  
The C. Kalbitzer Pkg. Co.,  
Wheeling, W. Va.  
N. S. Koos & Son Co.,  
Kenosha, Wis.  
Kuhner Packing Co., Muncie, Ind.  
The Layton Co., Milwaukee, Wis.  
Lincoln Meat Co., Chicago, Ill.  
Los Angeles Packing Co.,  
Los Angeles, Calif.

The Luer Packing Co., Los Angeles, Calif.  
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Maier & Co., Chicago, Ill.  
Oscar Mayer & Co., Madison, Wis.  
Merkel Brothers, Jamaica, L. I., N. Y.  
Meyer Bros. Pkg. Co., Iron River, Mich.  
Modesto Tallow Co., Modesto, Calif.  
Montrose Beef Co., Pittston, Pa.  
John Morrell & Co., Ottumwa, Iowa.  
John Morrell & Co., Sioux Falls, S. D.  
Frank J. Murray Co., Chester, N. Y.  
New York Butchers' Dressed Meat Co.,  
New York, N. Y.  
Ohio Packing Co., Columbus, Ohio  
E. W. Penley, Auburn, Maine  
Pittsburgh Prov. & Pkg. Co., Pittsburgh, Pa.  
Rapid City Packing Co., Rapid City, S. D.  
Reading Abattoir Co., Reading, Pa.  
A. F. Rees, Hanover, Pa.  
C. E. Richard & Sons, Muscatine, Iowa  
Royal Tallow Co., San Francisco, Calif.  
Sacramento Reduction & Tallow Works,  
Sacramento, Calif.  
Salinas Tallow Works, Salinas, Calif.  
San Antonio Meat Co., Pomona, Calif.  
H. S. Schafer, Easton, Pa.  
Louis L. Siegel, Chicago, Ill.  
Sieloff Packing Co., St. Louis, Mo.  
T. M. Sinclair & Co., Cedar Rapids, Iowa  
Stadler Products Co., Cleveland, Ohio  
Stewart Brothers, Battle Creek, Mich.  
Chas. Sucher Pkg. Co., Dayton, Ohio  
C. Swanston & Son, Inc., Sacramento, Calif.  
Town of Shelby, Shelby, N. C.  
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Valiquette Bros., Ottawa, Ontario, Canada  
Walti, Schilling & Co., Santa Cruz, Calif.  
Western Paper Makers Chemical Co.,  
Kalamazoo, Mich.  
Wilson & Co., Chicago, Ill.  
Wilson & Co., Kansas City, Kans.  
Wilson & Co.,  
Oklahoma City, Okla.  
Wilson & Co.,  
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Sheboygan, Wis.  
Zitron Brothers, Milwaukee, Wis.

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## What's Ahead for the Cotton Oil Trade?

The cottonseed oil outlook for the balance of the season has created enough uncertainty in the trade to justify an attempt on the part of THE NATIONAL PROVISIONER to analyze the situation in a series of special articles.

In the first article, in the issue of Jan. 22, the seed situation was analyzed and discussed. In the second, on Jan. 29, the latest seed figures were summarized and the crude oil situation taken up. In the third, on Feb. 5, the crude oil situation was further discussed, and the marketings of crude oil in recent months analyzed.

In the fourth, on Feb. 19, the analysis of the crude oil marketings was continued, and factors affecting seed prices discussed. In the fifth, on March 5, refined oil consumption and production figures were analyzed, and factors influencing refined oil consumption were discussed. In the sixth, on April 2, the consumption of refined oil was discussed, and factors affecting the price outlook were taken up.

This week the current situation is again summarized and factors affecting the market at the present time are discussed.

Developments in the cottonseed oil situation are gradually becoming more mixed, and as a result sentiment among the trade more divided.

The question as to what is ahead of the market is attracting more and more attention, and some new features have entered the situation.

### Probable Cash Demand a Feature.

Without question the outstanding feature at the moment is the possible extent of cash demand the balance of the season and the probable carry over. That there has been some falling off in consumers' absorption there can be no question. How much smaller the monthly distribution will be in the near future is a very vital factor.

The carry over is estimated by various interests in the trade at from 650,000 to 1,000,000 bbls., and what influence such a carry over will have on prices at their present levels is a debatable question. Should the carry over reach the outside figure it would be very heavy, but should it reach the inside figure it would only be moderately above what the trade calls an average of about 500,000 bbls.

The question of carry over naturally must be considered with the price level. At low prices more factors are apt to be inclined to carry moderate to fair quantities, whereas at high prices few would care to carry over any huge stocks. Reports have been current that one of the large factors intended carrying over a large quantity of oil this season, so that one might figure that preparations are already made by strong interests to take care of a goodly percentage of what old oil is taken into the new season.

### Size of Carry Over a Problem.

The size of the carry over naturally will be dependent upon the demands the balance of the season, and the de-

mands will depend likewise to a great extent upon the price level ruling. It has been the experience of the trade that moderate to low price levels increase consumption of cotton oil and that high prices restrict distribution somewhat, the same as is true in most other commodities.

While some of the best judges of the market continue bearish the developments of late have made for a tendency to go slow in pressing the market. Preparations for the new cotton crop made progress in the western part of the belt, but in some sections the weather has been against plowing and planting, and seeding in some important areas is reported behind last year.

This condition is not serious as yet, but the later the crop gets in the ground as a whole the greater become the possibilities of damage. Preliminary reports would lead one to expect much more from the boll weevil this season than last and this pest has proven vitally important in the past.

### Considerable Liquidation Reported.

There has been considerable liquidation in the market and the technical position has been somewhat improved. At the same time there is no question but what the market is carrying considerable hedges and the long interest does not appear to be a concentrated one but one that is widely scattered.

The Chinese situation, while having but little influence on the oil market thus far, has been attracting some attention. Should the Far Eastern troubles be prolonged or spread there is the possibility of some interruption to the movement of Oriental oils which might tend to bring about some foreign interest in cotton oil, particularly with any further sharp declines in prices. This condition,

however, is a rather remote one but still there is a possibility.

Getting back to the actual situation as it appears to exist, there is a rather large visible supply and a limited demand at the moment.

The demand to some extent is suffering from the fact that earlier in the season several of the larger consumers booked ahead and still have sufficient oil for their requirements for several weeks to come, it is said.

### Look for Acreage Reduction.

The probable acreage reduction is still estimated around 10 to 12 per cent which will give an area sufficiently large to produce a big crop under favorable conditions. And should the market encounter lack of improvement in demand for oil and favorable growing conditions in the South, these features would be very depressing, particularly with the supply of oil that is now available.

While there are several factors as indicated that might have considerable influence one way or the other, the market has reached the point where supply and demand is practically the dominating influence and one which ordinarily outweighs all other considerations in the long run.

Under these conditions there are great possibilities of deliveries on May contracts at New York and it is seriously questioned as to whether or not the long interest would absorb such tenders or liquidate holdings upon their circulation.

### No Concentrated Long Interest.

As far as can be traced, there is no concentrated long interest in the market such as is believed to exist in actual oil to some extent. And this speculative long holding in itself is not a strong factor at the moment.

In fact, the slow cash demand and the scattered long interest are the features that are leading many market judges to predict materially lower prices, and also to predict increased discounts for the May delivery under the July.

There has been more or less talk lately of pressure of bleachable oil on the market from first hands and while refiners have reduced prices somewhat on cash oil in the East, resellers continue in control of the market at a discount of fully  $\frac{1}{2}$ c a pound under refiners prices.

[This analysis will be continued in an early issue of THE NATIONAL PROVISIONER.]

### FEB. MARGARINE EXPORTS.

Exports of oleomargarine from the United States including both animal and vegetable oil products, for February, 1927, with comparisons, are reported as follows by the U. S. Bureau of Agricultural Economics:

	1927. Lbs.	1926. Lbs.
February .....	42,973	73,400
January-February (incl.) .....	102,442	240,654

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St. Louis, U. S. A.

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Yopp's Code, Eighth Edition

# VEGETABLE OILS

## WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association

**Trade Moderate—Market Steady—Sentiment Mixed—Cash Demand Slow—Crude Steady—Lard Irregular—Crop Progress Fair.**

The market for cottonseed oil futures on the New York Produce Exchange the past week was moderately active and rather steady, with prices backing and filling over narrow limits, and with trade rather mixed.

The local element as well as commission houses were on both sides, and while there was evidence of fairly liberal hedging pressure from time to time, the volume of trade was not large enough to allow one to form any ideas as to the probable trend for the immediate future.

### No Change in Market Conditions.

The local elements were more or less puzzled over the market, and after working on the short side and making little or no headway of late took the buying side in a fair way and furnished a good deal of the support. Outside trade was rather light and was mixed, with some evening up in evidence, while generally speaking, conditions as a whole showed little or no change from those that have prevailed of late.

Operations in the May delivery were decidedly small and more or less confusing as it created some skepticism as to the contentions of some that a good sized open interest exists in the May delivery. The open interest in that position has been estimated at from 60,000-70,000 bbls.

On small declines, selling pressure appeared to dry up and with scattered professional buying, downturns were readily checked, while on bulges, offerings increased moderately and there was selling of a character that had the appearance of attempts to check advances. A fair part of the selling was looked upon as for refiners' account and at least was felt to have been hedge pressure in part.

### Outside Markets Have Little Effect.

Developments in the outside markets were of a mixed character with no definite

trend in evidence so that the outside markets had very little effect. The lard market was watched rather closely but prices in that quarter moved irregularly with hog values, and on the whole, showed no decided change one way or the other.

Cash oil demand continued rather limited. Resellers were still in evidence, but fully  $\frac{1}{2}$ c a lb. under refiners' prices, and as long as this continues, cash inter-

ests anticipate that buyers will hold off as far as possible. Refiners, however, reported a little more inquiry in the market, but no material improvement in the demand.

The extent of consumers' absorption the balance of the season is unquestionably one of the outstanding factors and consequently developments in cash circles are being watched very closely. The crude market at times displayed an easier undertone with a little more oil coming out from the mills at the  $\frac{7}{8}$ c level in the southeast and valley, but on moderate sales or with any firmness in the future market mill offerings quickly dried up.

In Texas, the market for crude was more or less nominal and quoted at  $\frac{7}{8}$ c. There is a belief in some quarters that quite a little crude is still to come out, and that the crude market is still an important factor, but in other quarters the impression prevails that crude will cut little figure for the balance of this season.

### Cotton Oil Sentiment Mixed.

On the whole, sentiment in cotton oil remains mixed. The possibilities of May deliveries tend to make for bearishness in some directions, as it is felt that the longs are speculative and will not take up any tenders. On the other hand, some of the larger houses argue that cotton oil is at a reasonable price at the present levels and with crop uncertainties before the trade better buying power is likely to develop on any decline.

From New Orleans, reports have come that the leading holders of actual oil are very friendly to the market and intend to hold for higher prices. The less active trade the past week or so, it is felt, has been partly due to a disposition to go slow pending developments, and a disposition to get a better line on the situation.

The open interest continues quite large in the market so that the impression prevails that when the market gets out of the present rut, prices will move sharply in one direction or the other.

### Rain and Floods Delay Texas Crops.

The progress of the new crop, while fair, has been rather mixed the past week. In southern Texas, fairly good progress has been noted, but in some parts of the belt, more or less delay has been reported due to flooded lands and rainy weather the past week.

In some sections the crop is going in later than last year, but thus far the sit-

## SOUTHERN MARKETS.

### New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., April 7, 1927.—Dullness in refined oil, both spots and futures, followed by a firmer undertone due to continued rains. Higher corn crude has sold more freely this week on a basis of  $\frac{7}{8}$ c Texas and Oklahoma, and  $\frac{7}{8}$ c Valley, with  $\frac{1}{8}$ c per lb. higher generally asked today. Contracts have also shown more activity during the past two days.

The trade realizes that weather condition will play an important part in the near future as will also acreage, hog receipts and lard prices.

Fertilizer sales, increasing stock, crude and refined, making an ample total crush are likely to exceed six and one quarter million tons. There should be heavy sales on all upturns by holders realizing large profits especially in New Orleans contracts bought during October, November and December.

### Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., April 7, 1927.—Markets rather sluggish; unchanged for last week. Considerable rain and hail.

### Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., April 7, 1927.—The market on crude oil has been very dull with few sales this week at  $\frac{7}{8}$ c Valley. 41 per cent meal, \$31 Memphis, with very light trading. Loose hulls, \$2.75 Memphis, with no demand.

# ASPEGREN & CO., INC.

PRODUCE EXCHANGE BLDG.

NEW YORK CITY

BROKERS

## REFINED COTTON SEED OIL CRUDE

ORDERS SOLICITED

TO BUY OR SELL PRIME SUMMER YELLOW COTTON SEED OIL ON  
THE NEW YORK PRODUCE EXCHANGE FOR SPOT OR FUTURE DELIVERY



### The Best Test

of the usefulness of a market is the steady increase in the trade on that market.

A glance at the following range of prices on the New Orleans Refined Cotton Seed Oil Future Market, for the week ending Feb. 5, 1927, shows that all active months had their share of business:

Position	High	Low	Close
March	8.63	7.91	8.63 flat
May	8.88	8.33	8.88 flat
July	9.10	8.40	9.05 b
Aug.	9.30	8.53	9.15 b
Sept.	9.90	8.50	9.05 b
Oct.	9.90	8.52	9.00 b

It is proving its value for hedge purposes, and investments and speculative trading is on a steady increase.

**ALWAYS USE YOUR COTTON OIL MARKET!**

### NEW ORLEANS COTTON EXCHANGE

New Orleans, La.

Write Trade Extension Committee for information

uation is not serious and consequently has had very little influence on the oil market. The acreage question is still one of uncertainty, but is being followed quite closely by the trade. Some private advices on Texas have indicated little or no reduction in acreage in parts of that state.

**COTTONSEED OIL.**—Market transactions.

**Friday, April 1, 1927.**

	Range—	—Closing—
Sales.	High. Low.	Bid. Asked.
Spot	890 a	890 a
April	890 a	890 a
May	400 906	905 a 910
June	100 919	919 a 925
July	1500 933	932 a 933 a
Aug.	945 a	950
Sept.	900 948	946 a 947
Oct.	938 a	941
Nov.	600 928	927 a 928

Total Sales, including switches, 3,500 bbls. P. Crude S. E. 7½ Bid.

**Saturday, April 2, 1927.**

	Range—	—Closing—
Sales.	High. Low.	Bid. Asked.
Spot	890 a	930
April	890 a	925
May	908 a	915
June	923 a	930
July	800 940	934 a 940
Aug.	951 a	960
Sept.	1500 955	947 a 955 a
Oct.	940 a	948
Nov.	935 a	940

Total Sales, including switches, 2,300 bbls. P. Crude S. E. 7½ Sales & Bid.

**Monday, April 4, 1927.**

	Range—	—Closing—
Sales.	High. Low.	Bid. Asked.
Spot	900 a	920
April	900 a	920
May	400 918	915 a 912

June	200	933	932	924 a	930
July	5800	947	939	940 a	939
Aug.	700	958	958	949 a	954
Sept.	2800	960	956	952 a	953
Oct.	800	950	950	943 a	947
Nov.				928 a	931

Total Sales, including switches, 11,200 bbls. P. Crude S. E. 7½ Bid.

**Tuesday, April 5, 1927.**

	Range—	—Closing—
Sales.	High. Low.	Bid. Asked.
Spot	900 a	900 a
April	900 a	900 a
May	600 911	908 a 911 a
June	925 a	930
July	4100 940	935 a 940
Aug.	950 a	953
Sept.	800 954	954 a 954 a
Oct.	100 940	940 a 946
Nov.	929 a	931

Total Sales, including switches, 5,600 bbls. P. Crude S. E. 7½ Bid.

**Wednesday, April 6, 1927.**

	Range—	—Closing—
Sales.	High. Low.	Bid. Asked.
Spot	900 a	900 a
April	910 a	935
May	800 916	908 a 911 a
June	925 a	928
July	3700 942	938 a 940
Aug.	2300 953	950 a 952
Sept.	7600 955	951 a 952
Oct.	100 941	941 a 942 a
Nov.	500 931	930 a 935

Total Sales, including switches, 15,000 bbls. P. Crude S. E. 7½ Bid.

**Thursday, April 6, 1927.**

	Range—	—Closing—
Sales.	High. Low.	Bid. Asked.
Spot	900 a	900 a
April	900 a	935
May	918 914	915 a 916
June	927 a	931
July	945 942	943 a 943 a
Aug.	952 a	954
Sept.	957 954	954 a 954 a
Oct.	942 a	947
Nov.	925 a	940

SEE PAGE 47 FOR LATER MARKETS.

**COCONUT OIL.**—The market has been decidedly quiet with little or no business reported, and the undertone about steady. A slightly easier feeling in tallow however, increased the disposition of consumers to hold off, but producers were very steady in their ideas. At New York, spot and future tanks quoted at 8½¢@8½¢. At the Pacific coast tanks quoted at 7½¢@8c.

**PALM OIL.**—Consuming demand was rather limited and the market more or less featureless with the trade awaiting developments. Spot supplies continue scarce. At New York, spot casks quoted at \$7.45 @7.50; shipment, 7½¢; Lagos spot casks, 8c; shipment, 7.80c; soft spot casks at 7.90c.

**PALM KERNEL OIL.**—The market was steady, partly the result of limited offerings, but demand continued rather quiet. At New York, casks for shipment quoted at 9c and bulk oil at 8½¢@8½¢.

**CORN OIL.**—The market was quiet and barely steady with prices f.o.b. mills quoted at 7¼¢@7½¢.

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MARGARINE CARTONS

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HY-GLOSS Paraffined Cartons are unexcelled; are used by the leading Oleo Manufacturers of the country. They attract the attention of the discriminating buyer.

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**SOYA BEAN OIL.**—Demand has been somewhat better, and offerings limited, making for a rather firm tone, with the market influenced somewhat by the Chinese troubles, although the latter do not appear to have reached into the bean oil territory as yet. At New York, spot barrels quoted at 12¼¢. At the Pacific coast spot and April tanks quoted at 10c and futures at 9½¢.

**OLIVE OIL FOOTS.**—The market has been firmer, partly due to strength in Italian exchange, making for firmness in shipment offerings. At New York, spot quoted at 9½¢@9½¢; forward shipment at from 9@9½¢.

**SESAME OIL.**—Market nominal.

**PEANUT OIL.**—Market nominal.

**COTTONSEED OIL.**—The volume of business was small in the East, and resellers were reported at ½¢ under refiners prices. Southeast and Valley crude, 7½¢ sales and bid; Texas, 7½¢ nominal.

### CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, April 5, 1927.—Latest quotations on chemicals and soapmakers' supplies:

Lagos palm oil in casks of about 1,600 lbs., 9@9½¢ lb.; olive oil foots, 10@10½¢ lb.

East India Cochin Cocoanut oil, 15½¢ lb.; Cochin grade cocoanut oil, domestic, 10¾¢@11c lb.; Ceylon grade cocoanut oil, 10½¢ lb.

Prime summer yellow cottonseed oil, 10½¢@10¾¢ lb.; raw linseed oil, 10.4c lb.

Extra tallow, f.o.b. seller's plant, 7½¢ lb.; dynamite glycerine, nom., 24c lb.; chemically pure glycerine, nom., 27c lb.; saponified glycerine, nom., 18¾¢ lb.; crude soap glycerine, nom., 17c lb.; prime packers grease, nom., 6¼¢@7c lb.

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**ALL VEGETABLE OILS**

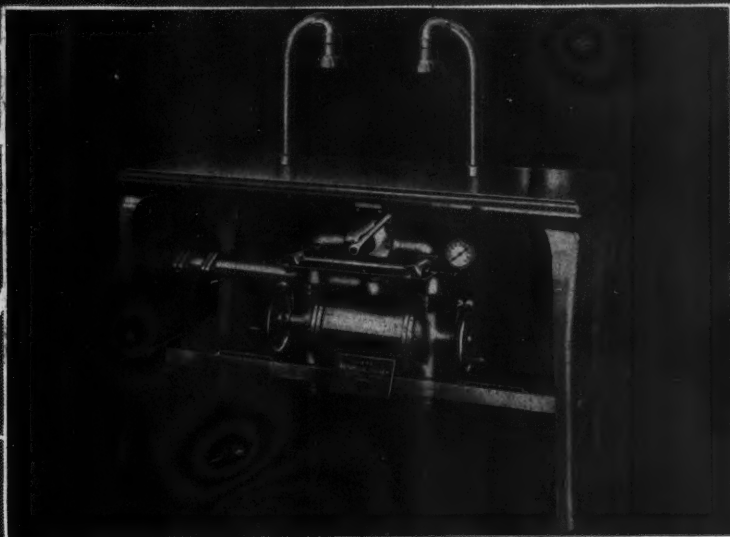
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**COTTON OIL FUTURES**

On the New York Produce Exchange

# The Machine that solves your Filling Problems

Lamb



ONE of the most perplexing and expensive problems in the old fashioned method of packing lard or compound was the securing of accurate weights. The density or consistency of lard varies so greatly that the ordinary volumetric system of weighing and filling only met this problem half way. It required continual adjustments and despite the utmost care it still was impossible to get accurate weight and pack at a reasonable cost. The Lamb Machine has proved itself to be the most efficient method of weighing and filling lard and compound ever offered to the packing industry. It not only takes care of an enormous quantity of lard at a great rate of speed, but it will deliver an **accurate net weight regardless of the varying density.** All this is done at a minimum cost in both labor and operation and it further enables a saving that pays for the machine in a period of a year.

We would be very pleased to give you more complete information. Write us today.

*The machine illustrated is Model L-2 and can be used in filling containers from 3 oz. to 10 lbs. of either lard or compound. It has a capacity of the largest lard rolls. It is really the model best adapted to the majority of plants. We have other models for handling tubs and tierces. Write us and we will be pleased to confer with you on any of your filling problems.*

Lamb

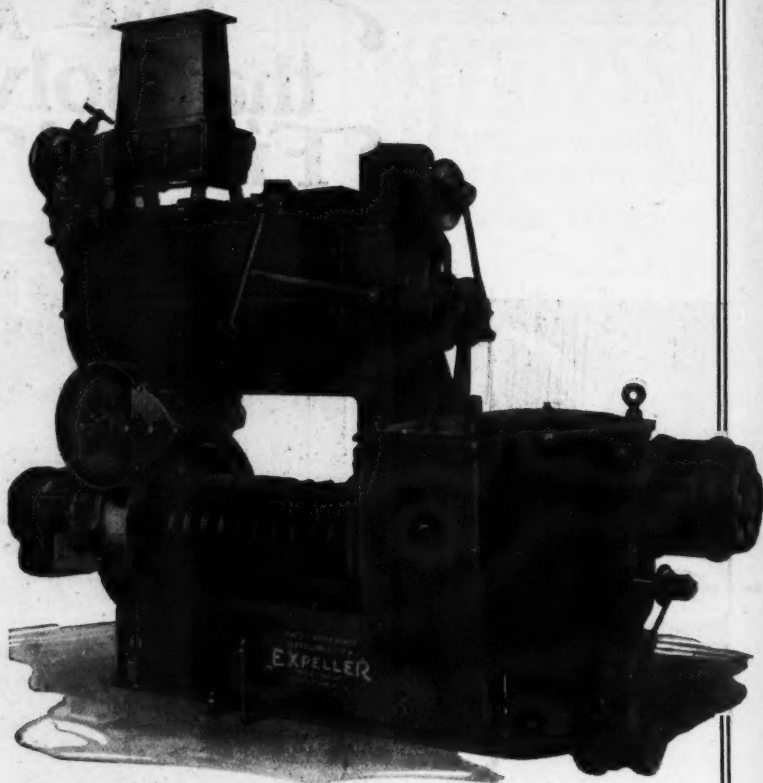
CORPORATION

PRECISION WEIGHING AND FILLING MACHINES

Seattle, Wash.

Permits Adjusting  
Thickness of Cake

*while Machine  
Is Running*



**I**N THE New ANDERSON R. B. EXPPELLER the choke arrangement displaces the old cone point. This is a great advance and means much to you.

It is one reason why this machine is so rapidly gaining power and fame among those who realize the importance of greater speed, efficiency and simplicity.

Some of the advantages of the choke operation: It remains stationary while the stock is being discharged, thus doing away with grinding action. The choke can be adjusted while the expeller is in operation, and the adjustment is much finer. Many troublesome parts have been eliminated by the choke arrangement.

The New ANDERSON R. B. EXPPELLER concentrates a pressure of six tons to the square inch, without friction loss.

It is a dependable profit maker.

Send for Complete Details.

IF IT ISN'T AN  
**ANDERSON**  
IT ISN'T AN  
**EXPPELLER**

**The V. D. Anderson Co.**

1935 West 96th Street

Cleveland, Ohio



# THE WEEK'S CLOSING MARKETS

## FRIDAY'S CLOSINGS.

### Provisions.

Lard market barely steady latter part of week, with larger hog receipts, easy hog prices and heaviness in meats. Domestic demand is quieter while outward clearances are small. Sentiment, however is mixed.

### Cottonseed Oil.

Cotton oil much quieter, steady but generally awaiting developments, cash trade slow, but crude from 7½¢ bid southeast and valley to 7¼¢ bid Texas. Hedge pressure rather light, but speculative demand limited. It is estimated by one authority that only 3,000 tanks of crude are still to come out.

Quotations on cottonseed oil at Friday noon were: April, \$9.00@9.35; May, \$9.10@9.16; June \$9.28@9.32; July, \$9.41; August, \$9.51@9.54; September, \$9.52@9.54; October, \$9.40@9.45; November, \$9.27@9.33.

### Tallow.

Tallow, extra, 7½¢.

### Oleo Oil and Stearine.

Stearine, oleo, 9¼¢.

### Hull Oil Market.

Hull, England, April 8, 1927.—(By Cable)—Refined cottonseed oil, 37s 6d; crude cottonseed oil, 33s 6d.

## BRITISH PROVISION CABLE.

(Special Cable to The National Provisioner.)

Liverpool, April 8, 1927.

Market shows signs of improvement compared with the past few months. Fair demand for lard. Square shoulders and bellies rather dull.

Extensive trade in A. C. hams for prompt and forward shipment. Market on this product has advanced several shillings and prices paid for forward shipment are considerably over recent quotations. There is a better feeling in the market on picnics.

Today's prices are as follows: Shoulders, square, 68s; picnics, 79s; hams, long cut, 106s; American cut, 109s; bacon, Cumberland cut, 83s; short backs, 91s; bellies, clear, 88s; Canadian, 80s; spot lard, 66s.

## FRIDAY'S GENERAL MARKETS.

New York, April 8, 1927.—Spot lard at New York; Prime western, \$12.95@13.05; middle western, \$12.80@12.90; city, \$12.62; refined continent, \$13.37½; South American, \$14.37½; Brazil kegs, \$15.37½; compound, \$11.

## COTTONSEED OIL EXPORTS.

Exports of cottonseed oil from New York, April 1 to April 5, none.

## WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, April 7, 1927, as follows:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
<b>Fresh Beef:</b>				
STEERS (Hvy. Wt., 700 lbs. up):				
Choice	\$18.50@20.00	\$18.00@19.00	\$18.50@20.00	
Good	17.00@18.50	17.00@18.00	17.00@18.50	17.00@17.50
STEERS (Lt. & Med. Wt., 700 lbs. down):				
Choice	18.50@20.00		18.50@20.00	18.00@20.00
Good	16.50@18.50		17.00@18.50	17.00@18.00
STEERS (All Weights):				
Medium	14.50@16.50	15.50@17.00	16.00@17.00	15.50@17.00
Common	13.50@15.00		15.00@16.00	14.00@15.00
COWS:				
Good	14.50@15.50	15.50@16.00	15.00@16.00	
Medium	13.50@14.50	14.00@15.50	14.00@15.00	12.50@14.00
Common	12.00@13.50	12.50@14.00	13.00@14.00	12.00@12.50
<b>Fresh Veal (1):</b>				
VEALERS:				
Choice	20.00@21.00		21.00@22.00	23.00@24.00
Good	17.00@18.00	16.00@18.00	18.00@21.00	20.00@22.00
Medium	14.00@16.00	16.00@18.00	16.00@18.00	17.00@18.00
Common	12.00@14.00	14.00@16.00	13.00@16.00	
<b>CALF CARCASSES (2):</b>				
Choice		16.00@17.00	16.00@17.00	16.00@17.00
Good		14.00@16.00	14.00@15.00	14.00@16.00
Medium		12.00@14.00	12.00@13.00	
<b>Fresh Lamb and Mutton:</b>				
SPRING LAMB: Good-ch.	33.00@36.00		32.00@37.00	
Medium			30.00@32.00	
LAMB (30-42 lbs.):				
Choice	31.00@32.00	30.00@32.00	31.00@33.00	32.00@33.00
Good	29.00@30.00	29.00@31.00	29.00@31.00	30.00@31.00
LAMB (42-55 lbs.):				
Choice		28.00@30.00	29.00@32.00	30.00@31.00
Good		27.00@29.00	28.00@31.00	28.00@30.00
LAMB (All Weights):				
Medium	28.00@29.00	27.00@29.00	27.00@29.00	29.00@30.00
Common	26.00@28.00		25.00@27.00	
<b>MUTTON (Ewes):</b>				
Good	18.00@20.00	21.00@23.00	19.00@21.00	21.00@22.00
Medium	16.00@18.00	18.00@21.00	18.00@20.00	18.00@20.00
Common	14.00@16.00	15.00@18.00	15.00@17.00	
<b>Fresh Pork Cuts:</b>				
LOINS:				
8-10 lb. av.	24.00@26.00	24.00@25.00	24.00@26.00	25.00@27.00
10-12 lb. av.	22.00@24.00	22.00@24.00	22.00@24.00	23.00@25.00
12-15 lb. av.	20.00@22.00	20.50@22.00	19.00@21.00	20.00@22.00
15-18 lb. av.	18.00@19.00	19.00@20.50	18.00@20.00	18.00@20.00
18-22 lb. av.	17.00@18.00	18.00@19.00	17.00@19.00	
SHOULDER:				
N. Y. Style: Skinned	16.00@17.00		16.00@18.00	17.00@19.00
PICNICS:				
4-6 lb. av.		17.00@18.00	16.00@17.00	17.00@18.00
6-8 lb. av.		16.00@17.00	15.00@16.00	16.00@17.00
BUTTS: Boston Style	20.00@21.00		19.00@22.00	21.00@22.00
SPARE RIBS: Half Sheets	13.00@15.00			
TRIMMINGS:				
Regular	9.50@10.50			
Lean	17.00@19.50			

(1) Includes "skin on" at New York and Chicago.

(2) Includes sides at Boston and Philadelphia.

## RECEIPTS AT CENTERS.

SATURDAY, APRIL 2, 1927.

	Cattle.	Hogs.	Sheep.
Chicago	200	3,000	5,000
Kansas City	500	1,000	.....
Omaha	300	3,500	600
St. Louis	500	3,500	500
St. Joseph	200	600	6,200
Sioux City	100	3,500	400
St. Paul	100	1,000	.....
Oklahoma City	100	1,000	.....
Fort Worth	200	400	400
Milwaukee	.....	100	.....
Denver	200	300	1,000
Louisville	100	300	.....
Wichita	300	600	200
Indianapolis	200	2,500	100
Pittsburgh	100	1,000	300
Cincinnati	200	100	.....
Buffalo	100	400	100
Cleveland	100	300	200
Nashville	.....	800	.....
Toronto	300	100	300

MONDAY, APRIL 4, 1927.

	Cattle.	Hogs.	Sheep.
Chicago	16,000	25,000	15,000
Kansas City	14,500	8,500	7,000
Omaha	5,500	5,500	9,500
St. Louis	5,000	18,000	2,000
St. Joseph	1,500	1,500	6,000
Sioux City	3,000	3,500	3,000
St. Paul	4,000	10,500	500
Oklahoma City	1,000	1,000	.....
Fort Worth	2,400	2,400	2,800
Milwaukee	300	800	100
Denver	3,800	2,500	4,400
Louisville	1,000	1,200	300
Wichita	3,000	2,500	200
Indianapolis	2,000	2,000	100
Pittsburgh	1,000	5,500	4,000
Cincinnati	1,400	3,800	200
Buffalo	2,200	9,000	8,000
Cleveland	900	4,200	1,600
Nashville	.....	800	.....
Toronto	2,300	1,400	400

TUESDAY, APRIL 5, 1927.

	Cattle.	Hogs.	Sheep.
Chicago	9,000	15,000	8,000
Kansas City	9,000	9,000	4,000
Omaha	5,000	11,000	11,000
St. Louis	4,000	18,000	2,000
St. Joseph	2,000	5,500	4,000
Sioux City	3,000	5,500	500
St. Paul	1,400	7,000	200
Oklahoma City	700	800	.....
Fort Worth	2,000	2,400	1,000
Milwaukee	1,000	3,500	200
Denver	900	900	7,400
Louisville	200	600	200
Wichita	1,100	2,200	200
Indianapolis	1,500	4,500	200
Pittsburgh	100	1,000	800
Cincinnati	500	3,700	200
Buffalo	100	500	100
Cleveland	200	3,000	1,500
Nashville	100	400	100
Toronto	600	700	400

WEDNESDAY, APRIL 6, 1927.

	Cattle.	Hogs.	Sheep.
Chicago	7,000	11,000	10,000
Kansas City	6,500	11,000	4,000
Omaha	7,000	14,500	9,000
St. Louis	3,000	14,000	1,100
St. Joseph	3,500	8,500	7,500
Sioux City	5,500	15,000	100
St. Paul	2,500	13,000	300
Oklahoma City	1,400	2,200	.....
Fort Worth	2,000	2,500	1,000
Milwaukee	400	1,500	100
Denver	1,700	1,400	1,000
Louisville	100	700	100
Wichita	700	3,600	100
Indianapolis	1,700	6,000	200
Pittsburgh	100	2,100	1,000
Cincinnati	400	3,800	500
Buffalo	1,300	800	.....
Cleveland	300	2,600	1,600
Nashville	100	600	100
Toronto	800	1,700	1,000

THURSDAY, APRIL 7, 1927.

	Cattle.	Hogs.	Sheep.
Chicago	11,000	37,000	14,000
Kansas City	2,500	8,000	10,000
Omaha	3,000	17,500	10,000
St. Louis	2,300	14,000	1,200
St. Joseph	1,200	4,500	5,500
Sioux City	2,600	18,000	1,500
St. Paul	1,900	7,000	500
Oklahoma City	500	500	1,100
Fort Worth	3,300	2,300	1,000
Milwaukee	700	3,000	200
Denver	1,200	2,500	6,000
Wichita	2,000	2,300	100
Indianapolis	11,000	5,000	400
Pittsburgh	.....	2,000	1,200
Cincinnati	300	4,100	500
Buffalo	200	800	400
Cleveland	200	2,000	2,000

FRIDAY, APRIL 8, 1927.

	Cattle.	Hogs.	Sheep.
Chicago	3,000	24,000	7,000
Kansas City	500	4,000	2,000
Omaha	750	7,000	3,500
St. Louis	700	11,000	500
St. Joseph	1,000	2,000	8,500
Sioux City	1,200	5,500	700
St. Paul	1,800	12,000	200
Oklahoma City	300	400	.....
Fort Worth	1,000	1,400	2,000
Milwaukee	.....	200	.....
Denver	300	600	5,000
Wichita	300	1,600	100
Indianapolis	800	1,000	500
Pittsburgh	.....	3,800	1,300
Cincinnati	2,000	2,300	150
Buffalo	125	4,480	5,000
Cleveland	100	1,000	1,000

## LIVE STOCK MARKETS

### CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, April 7, 1927.

**CATTLE**—Heavy steers, continuing scarce, lead the upturn shown this week, gaining 25¢@40¢; kinds averaging 1,300 lbs. upward reflected the most upturn, demand developing into a scramble at the close. Upward to \$13.75 was paid for 1,668 lb. Illinois fed steers.

Most well finished heavies brought \$13.25@13.50, little of real beef merit carrying weight selling under \$12.00. Colorado fed 1,017 lb. yearlings topped for their class at \$12.50. Light and medium weight steers closed strong to 25¢ higher, the only slowness in the trade developing on medium yearlings of value to sell at \$10.00 downward.

Half fat 1,000 lb. steers went out at \$10.50, a spread of \$8.00@9.25, taking thin and meaty offerings. Montana hay-feds scaling 854 lbs. brought \$9.50.

**HOGS**—Week's market very uneven, light hogs mostly 10¢@15¢ lower; medium weight butchers and packing sows steady, heavy butchers 15¢@25¢ higher; pigs 10¢@25¢ lower; restricted shipping demand responsible for decline on light hogs; late top, \$11.70; bulk 150-200 lb. averages, \$11.35@11.65; 210-250 lb. weights, mostly \$10.90@11.35; 260-300 lbs., \$10.65@10.90; pigs, \$10.75@11.25; choice kinds, upward to \$11.65; packing sows mostly \$9.50@9.85, upward to \$10.00 to shippers.

**SHEEP**—Lighter receipts and a somewhat forced demand were responsible for price advances of 50¢@75¢ on fat lambs by mid-week with sharply lower prices on the close. Closing prices stand 25¢@40¢ higher on fat lambs and fully 50¢ higher on aged fat sheep. Best woolled lambs on the close made \$16.65 against \$16.85 for the week's high time.

Clipped lambs topped late at \$15.60 with the bulk making \$14.00@15.00. A liberal

portion of the run was made up of plain unfinished lambs selling anywhere from 50¢@1.50 under top prices. Throwouts from woolled offerings sold generally at \$12.50@13.50. The light supply of fat sheep found ready sale, best woolled ewes topping late at \$11.00; clipped kinds, \$9.50; aged wethers, \$10.75.

### KANSAS CITY.

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Mo., April 7, 1927.

**CATTLE**—Practically all grades and weights offered. Steers met a good outlet during the week and closed at substantially higher levels. Medium and heavy weight offerings were active at 35¢@50¢ higher prices, while the lighter weight arrivals closed strong to 25¢ over week ago. Light yearlings and fed heifers held fully steady.

Choice heavy steers sold up to \$13.25; best medium weight \$12.35, and weighty Colorados, \$12.50. Bulk of the arrivals scaling 1,100 lbs up sold from \$9.50@12.00,

while most of the lighter kinds went from \$9.00@10.75. Fat cows sold at 10¢@15¢ higher prices, but cutter grades were steady to weak.

Prices on bulls advanced around 25¢ and veal calves are \$1.00@1.50 higher, with the practical top at \$11.50.

**HOGS**—The week's trade in hogs ruled very uneven and closing prices are somewhat lower. At the close, butchers scaling 250 lbs. and up show 5¢@10¢ loss while weights averaging from 200-250 lbs. are 10¢@20¢ lower, and hogs averaging under 200 lbs. are from 25¢@40¢ off. Choice 150-160 lb. weights sold at \$11.35 at the finish; best 200 lb. weights at \$11.00; and choice 300 lb. butchers at \$10.30. Packing sows are 10¢@15¢ lower.

**SHEEP**—Demand for fat lambs was broad and prices advanced 25¢@35¢ with best woolled offerings at \$16.25 to shippers. Most of the fed westerns sold from \$15.50@16.00. Choice Arizona springers reached \$18.40 on Wednesday but a comparable grade brought \$17.60 on the close. Aged sheep were scarce and prices held steady. Woolled ewes sold from \$9.00@9.60, while Arizona shorn ewes went from \$8.25@8.50.

### LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, April 7, 1927, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

Hogs (Soft or cilly hogs and roasting pigs excluded)	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANSAS CITY.	ST. PAUL.
Hvy. wt. (250-350 lbs.), med.-ch.	\$10.40@11.10	\$10.25@10.85	\$ 9.85@10.35	\$10.00@10.70	\$10.00@10.50
Med. wt. (200-250 lbs.), med.-ch.	10.55@11.55	10.65@11.35	10.15@10.85	10.35@11.05	10.25@11.00
Lt. wt. (160-200 lbs.), com.-ch.	11.00@11.70	11.10@11.50	10.60@11.00	10.85@11.35	10.75@11.25
Lt. lt. (130-160 lbs.), com.-ch.	10.90@11.70	10.75@11.50	10.75@11.00	11.00@11.35	11.25@12.00
Packing sows, smooth and rough.	9.35@10.00	9.25@ 9.65	9.00@ 9.50	9.00@ 9.75	9.25@ 9.50
Slight. pigs (130 lbs. down), med.-ch.	10.00@11.65	10.50@11.25		11.75@12.50	8.50@12.50
Av. cost and wt., Wed. (pigs excluded)	11.14-242 lb.	11.23-200 lb.	10.47-202 lb.	10.73-241 lb.	10.88-222 lb.
<b>Slaughter Cattle and Calves:</b>					
STEERS (1,500 LBS. UP):					
Good-ch.	11.40@14.00		11.00@13.25	11.15@13.50	
STEERS (1,100-1,500 LBS.):					
Choice	11.75@14.00	12.25@13.50	11.35@13.25	11.40@13.50	11.00@12.50
Good	10.35@13.00	11.00@12.25	10.15@12.00	10.25@12.05	9.75@11.75
Medium	9.25@11.25	8.75@11.00	8.35@10.60	8.25@10.75	8.50@10.00
Common	8.00@ 9.25	7.50@ 8.75	6.35@ 8.35	6.00@ 8.26	7.00@ 8.75
STEERS (1,100 LBS. DOWN):					
Choice	11.50@12.75	12.25@13.00	11.25@12.50	11.15@12.50	10.75@11.75
Good	9.50@11.75	10.50@12.25	8.60@11.35	9.00@11.40	9.00@10.75
Medium	8.75@10.35	8.75@10.50	8.00@10.15	8.00@10.25	7.50@ 9.25
Common	7.35@ 9.25	7.50@ 8.75	6.15@ 8.75	6.00@ 8.00	6.50@ 7.50
Canner and cutter.	6.75@ 7.35	6.25@ 7.50	4.75@ 6.15	4.50@ 6.00	5.75@ 6.50
LT. YRLG. STEERS AND HEIFERS:					
Good to choice (850 lbs. down)	9.00@12.00	9.00@11.50	9.00@11.85	9.00@11.75	9.50@11.25
HEIFERS:					
Good-choice (850 lbs. up)	8.00@11.00	7.50@ 9.50	7.75@10.00	7.65@10.35	8.50@10.75
Common-med. (all weights)	6.40@ 9.00	5.50@ 8.50	6.25@ 9.00	5.75@ 8.35	6.25@ 8.50
COWS:					
Good to choice	6.85@ 9.35	7.00@ 8.75	7.15@ 9.00	7.00@ 8.50	6.50@ 8.50
Common and medium	5.75@ 7.15	5.75@ 7.00	6.00@ 7.15	5.25@ 7.00	6.50@ 7.25
Canner and cutter	4.85@ 6.00	4.00@ 5.75	4.25@ 6.00	4.00@ 5.25	4.00@ 5.50
BULLS:					
Good-ch. (beef 1,500 lbs. up)	7.35@ 8.00	5.50@ 7.00	6.65@ 7.25	6.50@ 7.00	6.25@ 7.00
Good-ch. (1,500 lbs. down)	7.35@ 8.50	5.25@ 8.00	6.65@ 7.50	6.50@ 7.25	6.50@ 7.25
Can.-med. (canner and bologna)	6.15@ 7.40	4.50@ 6.85	5.25@ 6.65	5.00@ 6.50	5.50@ 6.50
CALVES:					
Medium to choice (milk fed. exc.)	7.00@ 9.00	6.00@ 9.00	6.50@ 9.00	7.00@ 9.00	6.00@ 8.00
Cull-common	5.00@ 7.00	5.00@ 6.00	6.00@ 6.50	4.50@ 7.00	5.25@ 6.00
VEALERS:					
Medium to choice	9.00@14.50	9.75@14.00	8.50@12.50	7.50@12.00	9.00@12.50
Cull-common	6.00@ 9.00	5.00@ 9.75	5.50@ 8.50	4.00@ 7.50	6.00@ 9.00
<b>Slaughter Sheep and Lambs:</b>					
Lambs, med. to choice (84 lbs. down)	14.50@16.65	14.25@16.75	14.25@16.35	14.25@16.00	13.50@16.25
Lambs, med.-ch. (92 lbs. up)	12.25@16.25				
Lambs, cull-com. (all weights)	12.00@14.50	12.00@14.25	11.75@14.25	11.75@14.25	10.00@13.50
Yearling wethers, medium to choice	12.25@14.75	12.00@14.50	11.75@14.00	11.75@14.25	
Ewes, common to choice	8.00@11.00	6.75@10.00	7.30@10.25	6.75@ 9.75	6.25@10.00
Ewes, canners and cull.	3.50@ 8.00	2.50@ 6.75	3.00@ 8.50	2.50@ 6.75	2.50@ 6.25

## Bangs & Terry

Buyers of Livestock

Hogs and Feeding Pigs

Union Stock Yards,  
South St. Paul, Minn.

Reference: Stock Yards National Bank

Any Bank in Twin Cities

Write or wire us

## J. W. Murphy Co.

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Hogs

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Cattle

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Kansas City Stock Yards

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Order Buyers of Live Stock

## Potts—Watkins—Walker

National Stock Yards, Ill.

Reference: National Stock Yards National Bank

**ST. LOUIS.**

(Reported by U. S. Bureau of Agricultural Economics.)

E. St. Louis, Ill., April 7, 1927.

**CATTLE**—Best medium to choice steers met broad outlet this week while matured kinds, yearlings and heifers established new tops for the year to date. Compared with one week ago best medium to choice steers sold 25@40c higher; other steers, steady to strong; spots shade higher; good and choice heifers and like quality vealers steady; other heifers, cows and medium bulls, 25c higher; low cutters, 10@15c higher.

Tops for week: Matured steers, \$13.00; yearlings, \$12.50; heifers, \$10.65. Bulks for week: Steers, \$8.50@11.50; fat heifers, \$9.00@9.50; cows, \$6.50@7.75; low cutters, \$4.25@4.75.

**HOGS**—Unevenness and sharp price reductions featured the week's trading. Receipts at leading markets decreased sharply, but not enough to counteract lessened shipping activity, and the market is off 25@50c. Heavy butchers comparatively scarce and showing least change.

Light hogs sold today mainly from \$11.35@11.50; top, \$11.50; 200-220 lb. average, \$11.00@11.25; 240-250 lb., \$10.75@10.90; 250-270 lb., \$10.50@10.75; few 280-300 lb. average, \$10.35@10.40; good pigs, \$10.75@11.25; packing sows, \$9.40@9.50.

**SHEEP**—Fat lambs prices were considerably higher early, but a 25@50c break today puts the market back to little better than steady. Receipts have been almost entirely clipped stock, choice clippers selling up to \$15.50@15.75 at the high time, but unable to better \$15.00 today. Aged sheep are strong; fat wool ewes, \$9.50@10.00; shorn ewes, \$8.00@8.50.

**OMAHA.**

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Nebr., April 7, 1927.

**CATTLE**—Light supplies and urgent demand from all quarters forced prices on all killing classes higher. Fed steers and yearlings advanced 25@50c with shipping grades scaling upward from 1,200 lb. showing the most upturn.

Bulk earned \$9.00@11.25, with horned yearlings \$11.75; medium weights, \$12.35; and 1,354 lb. short horns, \$13.00; she stock advanced 50@75c; bulls 25c; with veals and calves 50c@\$1.00 up; practical top veals \$12.00.

**HOGS**—An uneven distribution of supplies with burdensome receipts arriving from the mid-week session on resulted in not only wiping out the advances recorded the fore part of the week, but a decline from a week ago of 25@50c is noted, with strong weight butchers bearing the brunt of the break.

On Thursday, bulk 160-200 lb. weights, \$10.75@11.00; top, \$11.00; 200-230 lb. averages, \$10.50@10.75; 230-270 lb. butchers, \$10.25@10.50; 270-315 lb. averages, \$10.00@10.25; extreme heavies downward to \$9.75; packing sows, \$9.00@9.50; stags, \$9.00@9.25.

**SHEEP**—A two way market featured the fat lamb trade. During the fore part of the week, general conditions were bullish and prices reached new high levels for the year, while Thursday a loss of 25c cut down the net advance for the period. Comparisons Thursday with Thursday, show fat lambs 25@35c higher.

At the peak of the advance Wednesday \$16.65 was paid for 71 lb. fed woolled lambs, while top on native springers reached \$18.50, with fed clipped lambs, strong weights, at \$14.50.

Current bulk of fed woolled lambs

raned \$15.75@16.10; California springers, \$17.75; native springers upward to \$18.25; fed clipped lambs largely \$14.25. Fat sheep are fully 25c higher; desirable weight ewes, \$9.50@10.00; top, \$10.25.

**ST. PAUL.**

(Reported by U. S. Bureau of Agricultural Economics and Minnesota Dept. of Agriculture.)

So. St. Paul, Minn., April 6, 1927.

**CATTLE**—Light runs continue to bolster price levels on practically all lines in the way of killing stock, buyers being forced to operate for numbers in order to keep their crews occupied. The advance for the first three days of this week will average from 10@25c, with practically all grades sharing.

Top heavy beefs reached \$11.40 with yearlings \$11.50; the bulk of all weights \$9.00@10.00; warmed ups on down to \$8.25.

Most fat cows turned at \$5.75@7.00, with heifers around \$6.50@8.25; cutters from \$4.25@5.50. Bulls ranged from \$6.00@7.00; most heavies \$6.50 and up, while vealers are back to an \$11.00@11.50 bulk.

**HOGS**—In a general way the hog market is strong to 25c higher than a week ago, bulk 150-200 lb. averages selling at \$11.25@11.50, with most of the medium and heavy butchers selling at \$10.25@11.00. Packing sows are clearing at \$9.25@9.50; bulk pigs \$12.50.

**SHEEP**—Fat lambs are strong to 25c higher than a week ago; ewes 25@50c higher. No lambs have passed \$16.00, but strictly choice kinds are considered salable somewhat above that figure. Most of the desirable natives are clearing at \$15.50@16.00.

Bulk of fat ewes are selling at \$9.00@10.00, the latter price being a new top for the present season. A few clipped lambs cleared at \$14.35@15.00, with real choice kinds considered salable somewhat higher.

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## ST. JOSEPH.

(Special Letter to The National Provisioner.)

So. St. Joseph, Mo., April 5, 1927.

**CATTLE**—Cattle receipts for two days this week around 4,000, and included a fair showing of beef steers and yearlings, mostly of medium to good quality. Demand was urgent Monday and values advanced 25¢@40¢, while Tuesday prices held about steady.

Most steers sold \$9.50@11.00, with best averaging 1,243 lbs. at \$12.15. Colorados sold \$8.90@10.70. Mixed yearlings sold largely \$9.25@10.25, with a small lot at \$11.00. Cows are mostly 25¢ higher, while heifers are 25¢@50¢ up.

Choice cows sold up to \$8.25; fair to good kinds mostly \$6.00@7.75, and canners and cutters \$4.00@5.50. Heifers sold largely \$8.00@9.25, with best in load lots at \$10.00. Bulls steady to strong, choice kinds up to \$6.75, and bulk of sales \$5.50@6.50. Calves held steady, best veals going at \$10.00.

**HOGS**—Hog receipts around 7,700 for two days this week and the market considerably higher. Today's top \$11.85 on lights. Bulk of sales ranged \$10.65@11.50. Packing sows mostly \$9.50@9.75.

**SHEEP**—Sheep receipts around 15,000 for the week to date, and these were practically all from Colorado feed lots. Lamb values around 25¢ higher, with tops today at \$16.00 and others down to \$15.25. A few native springers sold up to \$18.00. Clipped lambs sold at \$14.60.

Aged sheep scarce and the market steady. Good ewes \$9.50@9.75 wethers up to \$12.25 and yearlings \$13.25@13.50.

## CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers for the week ending March 31, 1927, with comparisons:

## BUTCHER STEERS.

1,000-1,200 lbs.

	Week ended Mar. 31.	Previous week.	Same week. 1926.
Toronto	\$ 8.50	\$ 8.35	\$ 7.85
Montreal (W)	8.60	8.00	7.75
Montreal (E)	8.60	8.00	7.75
Winnipeg	8.60	7.50	6.50
Calgary	9.00	7.50	6.35
Edmonton	8.00	7.00	6.25
Pr. Albert	6.50	6.00	.....
Moose Jaw	7.50	7.00	6.25

## VEAL CALVES.

	Week ended Mar. 31.	Previous week.	Same week. 1926.
Toronto	\$14.00	\$14.00	\$14.00
Montreal (W)	9.00	11.00	8.25
Montreal (E)	9.00	11.00	8.25
Winnipeg	11.00	11.00	9.50
Calgary	10.50	10.00	8.00
Edmonton	11.00	11.00	10.00
Pr. Albert	7.00	6.50	.....
Moose Jaw	10.00	10.00	9.00

## SELECT BACON HOGS.

	Week ended Mar. 31.	Previous week.	Same week. 1926.
Toronto	\$11.95	\$12.22	\$15.08
Montreal (W)	13.10	13.10	14.50
Montreal (E)	13.10	13.10	14.50
Winnipeg	11.00	11.88	14.57
Calgary	12.21	12.21	14.75
Edmonton	11.82	12.10	14.30
Pr. Albert	10.45	10.83	13.91
Moose Jaw	11.00	11.38	14.30

## GOOD LAMBS.

	Week ended Mar. 31.	Previous week.	Same week. 1926.
Toronto	\$14.50	\$14.25	\$14.00
Montreal (W)	11.00	11.50	14.00
Montreal (E)	11.00	11.50	14.00
Winnipeg	11.50	11.75	12.00
Calgary	11.00	11.00	11.25
Edmonton	11.50	11.50	11.25
Pr. Albert	10.50	10.50	.....
Moose Jaw	10.00	11.50	.....

## NEW YORK LIVE STOCK.

Receipts of live stock at New York for week ending April 2, 1927, are reported officially as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	4,068	9,512	6,784	18,809
New York	1,156	4,391	10,501	6,433
Central Union	4,081	1,292	.....	16,966
Total	9,245	15,195	26,285	37,208
Previous week	6,901	16,498	25,146	47,106
Two weeks ago	7,435	12,841	27,535	27,544

## PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers for the week ending Saturday, April 2, 1927, with comparisons, are reported to The National Provisioner as follows:

## CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour & Co.	6,805	19,100	19,156
Swift & Co.	6,222	13,700	19,855
Morris & Co.	4,103	8,400	4,289
Wilson & Co.	5,858	11,100	9,867
Anglo-Amer. Prov. Co.	1,040	1,700	.....
G. H. Hammond Co.	3,188	5,500	.....
Libby, McNeill & Libby	1,944	.....	.....

Brennan Packing Co., 6,800 hogs; Miller & Hart, 5,600 hogs; Independent Packing Co., 4,700 hogs; Boyd, Lunham & Co., 4,800 hogs; Western Packing & Provision Co., 7,800 hogs; Roberts & Oake, 6,100 hogs; others, 25,600 hogs.

## KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	3,050	542	4,933	1,576
Cudahy Pkg. Co.	2,950	602	3,968	4,782
Fowler Pkg. Co.	812	5	.....	.....
Morris & Co.	3,105	909	2,911	1,249
Swift & Co.	3,908	636	6,734	3,053
Wilson & Co.	4,190	608	9,135	3,900
Local butchers	815	336	2,348	15
Total	18,890	3,698	30,060	14,575

## OMAHA.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	3,940	11,881	9,967	.....
Cudahy Pkg. Co.	5,567	11,786	8,906	.....
Dold Pkg. Co.	1,612	5,956	.....	.....
Morris & Co.	3,283	4,827	5,240	.....
Swift & Co.	6,965	9,186	13,837	.....
Eagle Pkg. Co.	22	.....	.....	.....
Glassburg, M.	.....	.....	.....	.....
Glaser Prov. Co.	33	.....	.....	.....
Hoffman Bros.	94	.....	.....	.....
Mayerowich & Vail	50	.....	.....	.....
Omaha Pkg. Co.	68	.....	.....	.....
J. Rife Pkg. Co.	15	.....	.....	.....
J. Roth & Sons	96	.....	.....	.....
S. Omaha Pkg. Co.	98	.....	.....	.....
Lincoln Pkg. Co.	328	.....	.....	.....
Morrell Pkg. Co.	248	.....	.....	.....
Nagle Pkg. Co.	125	.....	.....	.....
Sinclair Pkg. Co.	252	.....	.....	.....
Wilson & Co.	238	.....	.....	.....
Kennett-Murray Co.	3,539	.....	.....	.....
J. W. Murphy	7,810	.....	.....	.....
Other hog buyers, Omaha	14,402	.....	.....	.....
Total	22,074	67,867	37,050	.....

## ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	1,629	287	2,932	1,012
Swift & Co.	2,179	2,170	2,107	905
Morris & Co.	1,075	512	2,362	168
East Side Pkg. Co.	1,702	397	7,105	.....
Others	3,562	1,291	18,923	2,837
Total	10,738	4,657	33,489	4,925

## ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	3,653	906	7,300	16,692
Armour & Co.	2,197	206	4,222	4,238
Morris & Co.	1,930	288	3,050	3,375
Others	2,163	106	5,350	2,752
Total	9,943	1,266	19,922	27,057

## SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	3,260	293	16,290	1,751
Armour & Co.	3,223	295	14,967	2,992
Swift & Co.	2,166	318	8,672	1,225
Sacks Bros. Pkg. Co.	130	10	3	.....
Smith Bros. Pkg. Co.	24	10	14	.....
Local butchers	89	7	.....	.....
Order buyers and packer shipments	2,245	20	14,364	464
Total	11,137	962	54,310	6,432

## CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
E. Kahn's Sons Co.	616	211	3,279	143
Kroger Groc. & Bak. Co.	239	137	2,552	.....
Gus. Juengling	184	147	.....	43
J. P. Schroth Pkg. Co.	17	.....	2,881	.....
H. H. Meyer Pkg. Co.	15	.....	2,196	.....
J. Hilberg's Sons	163	.....	.....	8
A. Sander Pkg. Co.	4	.....	1,908	.....
Sam Gail	.....	.....	.....	106
J. Schlacter's Sons	182	248	.....	82
Wm. G. Rehn's Sons	140	37	.....	.....
Total	1,560	811	12,817	384

## OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	2,131	457	2,362	80
Wilson & Co.	2,079	561	2,394	24
Other butchers	85	.....	272	.....
Total	4,295	1,018	5,028	54

## INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Eastern buyers	1,139	2,922	6,511	1,066
Kingman & Co.	1,426	1,105	9,402	119
Armour & Co.	200	40	2,799	37
Indianapolis Abat. Corp.	1,617	57	.....	68
Hilgemeier Bros.	.....	.....	1,263	.....
Brown Bros.	142	27	.....	2
Bell Pkg. Co.	75	.....	453	.....
Schussler Pkg. Co.	33	.....	209	.....
Meier Pkg. Co.	98	10	234	.....
Indianapolis Prov. Co.	25	6	173	3
Riverview Pkg. Co.	21	.....	147	.....
J. Wabnitz	.....	.....	.....	88
Hoosier Abat. Co.	37	.....	.....	.....
Others	285	116	370	60
Total	5,100	4,417	21,900	1,363

## MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,111	9,200	8,859	18
U. D. B. Co., N. Y.	66	.....	.....	.....
The Layton Co.	.....	.....	1,020	.....
R. Gunz & Co.	91	41	70	.....
Armour & Co., Milw.	399	4,551	.....	.....
Armour & Co., Chicago	223	.....	.....	.....
N. Y. B. D. M. Co., N.Y.	34	.....	.....	.....
Bimble & Co., Harrison	.....	.....	.....	.....
N. J.	.....	.....	928	.....
Corkran Hill, Baltimore	.....	.....	197	.....
Swift & Co., Cleveland	23	.....	.....	.....
Butchers	204	373	30	105
Traders	186	99	35	.....
Total	2,307	14,264	11,319	123

## WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy & Co.	1,000	404	7,704	683
Dold Pkg. Co.	507	25	4,017	.....
Local butchers	100	.....	.....	.....
Total	1,607	427	11,721	683

## DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	1,093	364	4,907	2,770
Armour & Co.	1,271	345	4,967	5,528
Bayne-Murphy Co.	796	194	1,366	.....
Others	764	114	900	468
Total	3,884	924	12,790	8,766

## ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	2,824	4,083	13,465	393
Cudahy Pkg. Co.	306	1,852	.....	.....
Hertz Bros.	189	43	.....	.....
Swift & Co.	4,440	7,020	19,261	1,549
United Pkg. Co.	1,295	1,325	.....	.....
Others	737	350	11,334	.....
Total	9,791	14,098	44,000	1,942

## RECAPITULATION.

Recapitulation of packers' purchases by market for the week ending April 2, 1927, with comparisons:

## CATTLE.

	Week ending April 2.	Prev. week.	Cor. week. 1926.
Chicago	28,356	24,236	222,976
Kansas City	18,890	18,438	15,778
Omaha	22,074	16,921	14,932
St. Louis	10,738	8,118	16,456
St. Joseph	9,943	9,937	7,087
Sioux City	11,137	11,566	9,682
Oklahoma City	4,295	4,152	2,941
Indianapolis	5,100	5,003	4,352
Cincinnati	1,560	1,385	1,391
St. Paul	9,791	9,791	1,381
Wichita	1,676	1,570	1,242
Denver	3,884	.....	3,980
St. Paul	9,791	.....	9,620
Total	129,760	102,815	110,918

## HOGS.

	Week ending April 2.	Prev. week.	Cor. week. 1926.
Chicago	120,400	107,100	63,400
Kansas City	30,060	22,068	13,915
Omaha	67,867	61,970	14,932
St. Louis	33,489	33,443	58,193
St. Joseph	19,922	20,108	16,872
Sioux City	54,310	58,127	42,159
Oklahoma City	5,028	4,977	2,457
Indianapolis	21,900	22,024	23,120
Cincinnati	12,817	13,983	14,517
Milwaukee	11,319	11,043	6,821
Wichita	11,721	10,076	5,706
Denver	12,790	.....	12,096
St. Paul	44,000	.....	48,351
Total	445,532	364,949	322,563

## SHEEP.

Chicago	53,167	43,853	53,633
St. Louis	41,757	36,025	42,158
Kansas City	37,950	33,386	36,765
Omaha	4,925	3,000	6,812
St. Joseph	27,037	31,358	24,558
St. Paul	6,452	5,745	2,293
Oklahoma City	54	67	5
Indianapolis	1,363	1,311	1,101
Cincinnati	354	765	320
Memphis	126	131	83
Wichita	683	827	101
Denver	8,706		8,991
St. Paul	1,942		1,829
Total	157,421	157,744	161,421

# HIDE AND SKIN MARKETS

## Chicago.

**PACKER HIDES**—Market continues to show strength, with a further advance of  $\frac{1}{8}$  c on all descriptions during this week; heavy native cows advanced a full cent. Killers continue to follow the market closely, keeping sold right up into kill on most all descriptions, and everything appears to favor the sellers at the moment.

Tanners complain of the high prices but apparently many more hides could be sold if available. The movement totalled around 100,000 hides this week to date, principally March take-off, although some packers included a few Aprils.

Spread native steers, 18c asked. Heavy native steers sold at 15c for regular points. Extreme native steers 15 $\frac{1}{2}$ c asked, with bids of 15c declined.

Butt branded steers sold at 14 $\frac{1}{2}$ c; Colorados brought 14c. Heavy Texas steers sold at 14 $\frac{1}{2}$ c; light Texas steers, 13 $\frac{1}{2}$ c; and extreme light Texas steers, 13 $\frac{1}{2}$ c, with branded cows.

Around 10,000 or more heavy native cows sold at 14c for regular points or a full cent up; one packer sold 3,000 earlier in the week at 13 $\frac{1}{2}$ c. Sales of 7,000 St. Paul heavy cows alone at 14 $\frac{1}{2}$ c. Around 20,000 light native cows moved at 15c and 7,000 St. Pauls at 15 $\frac{1}{2}$ c, both being  $\frac{1}{8}$  c up. Around 8,000 branded cows moved at 13 $\frac{1}{2}$ c, a like advance.

Native bulls quoted nominally around 10@10 $\frac{1}{2}$ c; branded bulls nominally 8 $\frac{1}{2}$ @9 $\frac{1}{2}$ c.

**SMALL PACKER HIDES**—Late last week another local killer moved April production of about 7,000 hides, obtaining steady prices of 14 $\frac{1}{2}$ c for all-weight native steers and cows, and 13 $\frac{1}{2}$ c for branded; native bulls sold at 9 $\frac{1}{2}$ c; branded, 8 $\frac{1}{2}$ c. Since the advance of  $\frac{1}{8}$  c in big packer market this week, market considered nominally  $\frac{1}{8}$  c higher on small packer stocks, although local killers are well sold up to end of April. Productions of couple outside plants still unsold.

**COUNTRY HIDES**—Country hides are strong, following the advance in the packer market. Good all-weights, around 47 lb. average, firmly held at 13 $\frac{1}{2}$ c, selected, delivered, and up to 14c talked. Heavy steers quoted nominally 12 $\frac{1}{2}$ c; heavy cows generally around 12c. Good buffs priced at 13 $\frac{1}{2}$ c or better. Extremes, 25-50 lb., generally held at 15c, and 25-45 lb. weights at 15 $\frac{1}{2}$ c. Bulls quoted 9@9 $\frac{1}{2}$ c, selected. All-weight western branded quoted at 11 $\frac{1}{2}$ @12c, Chicago freight.

**CALFSKINS**—Market firmer. Bids of 18c have been declined for March calfskins, asking 18 $\frac{1}{2}$ @19c. Late last week one packer sold around 25,000 March skins at 18c.

First salted Chicago city calfskins generally 17@17 $\frac{1}{2}$ c asked. Outside city skins priced around 16c. Resalted lots, 14@16c, selected, asked. Straight countries around 13 $\frac{1}{2}$ c.

**KIPSKINS**—One packer moved February kipskins late last week at 17c for natives; this figure since declined for March kips, asking 17 $\frac{1}{2}$ @18c. Over-weights last sold at 17c for northern and 16c for southern. Branded kips last sold at 14c.

First salted Chicago city kips 16 $\frac{1}{2}$ @17c asked, and quiet. Outside city kips quoted around 15 $\frac{1}{2}$ c. Resalted lots priced at 14 $\frac{1}{2}$ @15 $\frac{1}{2}$ c, selected. Straight countries around 13 $\frac{1}{2}$ c.

Packer regular slunks steady and nominally \$1.15@1.20; one packer asking \$1.25.

Hairless slunks quoted at 70@75c, according to percentage of No. 2's.

**HORSEHIDES**—Horsehides steady. Choice renderers priced at \$5.50; good mixed lots, \$5.00; and ordinary country lots \$4.25@4.50.

**SHEEPSKINS**—Dry pelts quoted at 21@23c per lb., according to section. Packer shearlings active and steady; one packer sold three cars, and two other packers a car each, all at 92 $\frac{1}{2}$ c. A steady price for seasonal production containing very few No. 1's up to \$1.00 could no doubt be secured readily for shearlings with a higher percentage of No. 1's.

Pickled skins firm; packers generally well sold up, with further inquiries reported. Asking \$7.25 for straight run of lamb, with last trading at \$7.12 $\frac{1}{2}$  for straight run of lambs and \$7.00 for ribbies. Packer wool lambs about unchanged and quoted at \$3.25@3.30 per cwt. live lamb at Chicago.

**PIGSKINS**—Several tanners have withdrawn from the market for the present, being over-supplied. Market a shade easier on No. 1 strips and nominally around 6 $\frac{1}{2}$ @7c. Gelatine stocks  $\frac{1}{4}$ c asked and  $\frac{1}{4}$ c bid; trades pending.

## New York.

**PACKER HIDES**—Market strong but inactive, March hides being well sold up. Following the advance in the western market this week, native steers quoted nominally at 15c; butt branded steers, 14 $\frac{1}{2}$ c; and Colorados, 14c. Native bulls last sold at 9 $\frac{1}{2}$ c for February-March koshers, last week. Killers generally asking  $\frac{1}{8}$  c over the above prices for April take-off.

**COUNTRY HIDES**—Country hide market continues strong; trading limited, due to small offerings. Good all-weights priced at 13c. Heavy steers and cows 12@12 $\frac{1}{2}$ c asked. Buffs generally 13 $\frac{1}{2}$ c asked; extremes quoted 14 $\frac{1}{2}$ @15c. Market quiet but firm; dealers talking further advances in asking prices, based on activity in packer market.

**CALFSKINS**—Calfskins more active, with a decidedly better outlook. Following recent sales in the western market at a slight advance, sales of 7-9's are reported up to a total of around 75,000 skins at \$1.82 $\frac{1}{2}$ c. The 5-7's are quoted around \$1.60; 9-12's at \$2.70@2.75. Veal kips, 12-17 lb., last sold at \$3.15; 17-lb. up quoted \$4.00, based on last sale.

## CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ending April 2, 1927, 5,106,000 lbs.; previous week, 3,653,000 lbs.; same week, 1926, 2,889,000 lbs.; from Jan. 1 to April 2, 63,213,000 lbs.; same period, 1926, 42,389,000 lbs.

Shipments of hides from Chicago for the week ending April 2, 1927, 4,964,000 lbs.; previous week, 4,569,000 lbs.; same week, 1926, 3,624,000 lbs.; from Jan. 1 to April 2, 73,998,000 lbs.; same period, 1926, 70,632,000 lbs.

## In the Hide Cellar

What are the temperature requirements in the hide cellar? How do temperatures affect shrinkage? Ask **THE BLUE BOOK**, the "Packer's Encyclopedia."

## SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending April 2, 1927.

### CATTLE.

	Week ending April 2.	Prev. week.	Cor. week, 1926.
Chicago	28,356	24,236	22,976
Kansas City	22,781	22,619	19,593
Omaha	21,134	15,495	12,336
E. St. Louis	10,738	8,118	8,266
St. Joseph	9,022	10,053	9,003
Sioux City	11,298	11,079	8,563
Cudahy	930	901	962
Fort Worth	6,172	6,069	5,584
Philadelphia	1,846	1,830	1,680
Indianapolis	3,850	3,337	3,129
Boston	1,340	1,144	1,167
N. Y. and Jersey City	10,746	8,934	7,776
Oklahoma City	5,813	5,361	2,695
Total	133,626	126,176	100,350

### HOGS.

	Week ending April 2.	Prev. week.	Cor. week, 1926.
Chicago	120,400	107,100	63,400
Kansas City	30,349	22,098	14,213
Omaha	44,902	39,486	23,146
East St. Louis	35,453	33,443	24,684
St. Joseph	14,727	9,078	10,714
Sioux City	45,743	45,175	25,869
Cudahy	9,537	13,949	7,785
Fort Worth	9,853	9,618	5,593
Philadelphia	19,707	14,025	17,617
Indianapolis	24,200	22,649	20,906
Boston	11,140	9,741	9,576
New York and Jersey City	49,873	47,206	42,259
Oklahoma City	5,028	4,877	2,457
Total	421,012	378,547	266,061

### SHEEP.

	Week ending April 2.	Prev. week.	Cor. week, 1926.
Chicago	53,167	43,853	53,633
Kansas City	14,806	16,925	24,351
Omaha	30,658	29,425	38,183
East St. Louis	4,922	8,000	6,589
St. Joseph	23,045	25,449	23,447
Sioux City	6,307	5,387	2,358
Cudahy	219	226	173
Fort Worth	5,007	4,582	1,071
Philadelphia	5,326	5,905	4,506
Indianapolis	357	611	357
Boston	3,950	2,415	3,526
New York and Jersey City	43,669	48,589	40,985
Oklahoma City	54	67	5
Total	193,547	186,414	198,706

## CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ending April 9, 1927, with comparisons, are reported as follows:

### PACKER HIDES.

	Week ending Apr. 9, '27.	Week ending Apr. 2, '27.	Cor. week 1926.
Spread native steers	@18ax	@18ax	13 @14n
Heavy native steers	@15	@14 $\frac{1}{2}$	@11
Heavy Texas steers	@14 $\frac{1}{2}$	@14	@11
Heavy butt branded steers	@14 $\frac{1}{2}$	@14	@11
Heavy Colorado steers	@14	@13 $\frac{1}{2}$	@10 $\frac{1}{2}$
Ex-light Texas steers	@13 $\frac{1}{2}$	@13	@10
Branded cows	@13 $\frac{1}{2}$	@13	@9 $\frac{1}{2}$
Heavy native cows	@13 $\frac{1}{2}$	@13	@10 $\frac{1}{2}$
Light native cows	@15	@14 $\frac{1}{2}$	@11
Native bulls	10 @10 $\frac{1}{2}$ n	9 $\frac{1}{2}$ @10	@9ax
Branded bulls	@9n	@8	@7 $\frac{1}{2}$ n
Calfskins	18b@18 $\frac{1}{2}$ ax	@17 $\frac{1}{2}$ ax	17 $\frac{1}{2}$ @18
Kips	17 $\frac{1}{2}$ @18 $\frac{1}{2}$ ax	@17 $\frac{1}{2}$ ax	@18
Kips, overwt.	@17n	17 $\frac{1}{2}$ @18	@14
Kips, branded	@14n	@14	@12 $\frac{1}{2}$
Slunks, regular	1.15@1.25	1.15b@1.20ax	@75b
Slunks, hairless	70 @75	70 @75	@65

Light, Native, Butts, Colorado and Texas steers 10 per lb. less than heavies.

### CITY AND SMALL PACKERS.

	Week ending Apr. 9, '27.	Week ending Apr. 2, '27.	Cor. week 1926.
Natives, all weights	14 $\frac{1}{2}$ @15n	@14 $\frac{1}{2}$	@11
Branded hds.	13 $\frac{1}{2}$ @14n	@13 $\frac{1}{2}$	@10
Bulls, native	9 $\frac{1}{2}$ @10	@9 $\frac{1}{2}$	@8 $\frac{1}{2}$
Branded bulls	8 $\frac{1}{2}$ @9	@8 $\frac{1}{2}$	@7 $\frac{1}{2}$
Calfskins	17 @17 $\frac{1}{2}$ ax	@16 $\frac{1}{2}$ ax	@13 $\frac{1}{2}$
Kips	16 $\frac{1}{2}$ @17ax	16 @16 $\frac{1}{2}$ ax	@13 $\frac{1}{2}$ n
Kips, overwt.	16 $\frac{1}{2}$ @17ax	16 @16 $\frac{1}{2}$ ax	@13 $\frac{1}{2}$ n
Slunks, hairless	70 @75	70 @75	@65

### COUNTRY HIDES.

	Week ending Apr. 9, '27.	Week ending Apr. 2, '27.	Cor. week 1926.
Heavy steers	@12 $\frac{1}{2}$ n	12 @12 $\frac{1}{2}$ ax	10 @10 $\frac{1}{2}$
Heavy cows	@12n	@12ax	8 @8 $\frac{1}{2}$
Butts	13 $\frac{1}{2}$ @13ax	13 @13 $\frac{1}{2}$ ax	8 $\frac{1}{2}$ @9
Extremes	15 @15 $\frac{1}{2}$ ax	14 $\frac{1}{2}$ @15 $\frac{1}{2}$ ax	10 $\frac{1}{2}$ @11 $\frac{1}{2}$
Bulls	9 @9 $\frac{1}{2}$ ax	@9ax	7 @7 $\frac{1}{2}$
Calfskins	@13 $\frac{1}{2}$ ax	@13 $\frac{1}{2}$ ax	12 $\frac{1}{2}$ @13
Kips	@13 $\frac{1}{2}$ ax	@13 $\frac{1}{2}$ ax	10 $\frac{1}{2}$ @11 $\frac{1}{2}$
Light calf	1.00@1.10	1.00@1.10	@670
Deacons	1.00@1.10	1.00@1.10	@55
Slunks, regular	.60 @75	.60 @75	@55
Slunks, hairless	.15 @25	.15 @25	@25
Horsehides	4.50@5.50ax	4.25@5.50ax	@3.50
Hogskins	.40 @45	.40 @45	@25

### SHEEPSKINS.

	Week ending Apr. 9, '27.	Week ending Apr. 2, '27.	Cor. week 1926.
Packer lambs	1.80@2.00	1.80@2.00	2.50@2.85
Pkr. shearings	.92 $\frac{1}{2}$ @1.00	.92 $\frac{1}{2}$ @1.05	@1.05
Dry pelts	.21 @23	.22 @24	.22 @24



# ICE AND REFRIGERATION

## ICE NOTES.

A million dollar cold storage plant is to be erected in Chester, Pa., in the near future, according to Mayor S. E. Turner.

A cold storage and refrigerating plant, to cost \$100,000, is to be erected in Jersey City, N. J., by the Merchants' Refrigerating Corp., 17 Varick street, New York.

A cold storage and refrigerating plant which will cost about \$40,000, is to be erected at Pittsburgh, Calif. Peter Helm of the local Chamber of Commerce is at the head of the project.

The Jorpe Swanson Co. plans to build a \$50,000 cold storage plant in Auburn, Nebr.

F. Antweiler and associates will build a cold storage and ice plant in Syracuse, Nebr.

Donald F. Brown, Lewis A. Dick and Norman A. Hutchinson have incorporated

the Hynes Ice & Cold Storage Co., Canon City, Colo., with a capital stock of \$50,000.

The Rogers Ice & Cold Storage Co., Rogers, Ark., are building a \$90,000 addition to their plant.

The Polar Ice Plant, recently purchased by Major Robert Mullins, West Plains, Mo., is to be enlarged by the addition of a cold storage plant.

An ice and cold storage plant is to be erected at Ocala, Fla., by the General Engineering & Management Corp., of Gainesville, Fla.

Bonds amounting to \$250,000 have been voted for port improvements and for the erection of a cold storage warehouse in Olympia, Wash.

A cold storage plant costing \$20,000 is to be erected to the ice plant of Gus Heiler and R. L. Hains of Slater, Mo.

The Southern States Power Co. has bought the ice and cold storage plant of

the Ocala Mfg. & Ice Co. at Ocala, Fla.

The Nicholasville Ice & Cold Storage plant, Nicholasville, Ky., was recently destroyed by fire.

H. P. Duncan's ice storage and cold storage plant, Catskill, N. Y., was recently damaged by fire. Damages amounted to \$50,000.

The East Texas Public Service Co. of Marshall, Texas, plans to erect a \$35,000 cold storage plant at Mount Vernon, Texas.

A \$300,000 ice and cold storage plant is under construction at Texarkana, Texas. The plant is being erected by the Southern Ice & Utilities Co. of Dallas, Texas.

Plans are under way for the erection of a \$900,000 cold storage plant in Orlando, Fla., by the Orlando Holding Co. The building will be six stories high with storage space of 1,000,000 cubic feet. In addition to the Orlando plant, the same company will erect a cold storage plant at Haines City, Fla., which will cost about \$500,000.

An addition to cost \$25,000, will be added to the ice and cold storage plant of the Southwest Power Co., Harrison, Ark. P. G. Walker is district manager of the company.

The Lewis Ice and Cold Storage Co. of Dallas, Tex., has been incorporated with a capital stock of \$10,000. Incorporators are Grady Niblo, Austin S. Dodd and E. R. Lewis.

A cold storage plant is to be erected in Millville, N. J., by the Dixie Ice & Cold Storage Co.

Construction of a bonded \$1,000,000 warehouse and cold storage plant will start soon at Miami, Fla. Pushing the enterprise are John G. Crosland, president of the Miami Fish & Ice Co., Miami, Fla., and also the Seminole Ice Delivery, Inc.

Chas. Baker and Ekbert Dodson have incorporated the El Monte Ice & Cold Storage Co., El Monte, Calif., with a capital stock of 50,000.

The Southern Ice & Utilities Co. plan to erect a \$100,000 cold storage plant in Muskogee, Okla. Manager of the company is J. M. Allen.

An addition to cost \$50,000 is planned for the Nebraska Ice & Cold Storage Co. at Falls City, Nebr.

## MUNDET CORK INSULATION

and

### The New SCHRAFFT Building in New York

(F. G. Shattuck & Co.)

Mr. Russell C. Cory, Architect and Engineer

Turner Construction Co., Contractors



Schrafft Tea Rooms, Schrafft Candies, Schrafft Ice Cream, Schrafft pastries—ALL Schrafft delicacies (which are made by F. G. Shattuck & Co.) are noted for their exceptional purity and excellence. As a result a tremendous business has been developed in the east, particularly in New York City, by F. G. Shattuck & Co. Members of this concern think, talk, and produce in terms of highest quality only. It was therefore perfectly natural for them to specify the best insulation that can be obtained for walls and cold pipes—PURE CORK—and they bought it from Mundet, which fact, also, has its meaning.

ALL cold lines of every kind in connection with the mechanical refrigeration equipment of this modern building are covered with Jointite Pure Cork Covering. Besides, approximately 250,000 board feet of Jointite Cork Board were furnished for this job.

*Mundet Jointite Cork Board and Mundet Jointite Cork Pipe Covering*

What ever or wherever your cold insulation problem may be, Mundet has Practical Refrigerating Engineers over the entire United States. They will gladly help you. No obligation whatever. We manufacture, sell, and install, complete.

**L. Mundet & Son, Inc.**

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Manufacturers of Jointite Pure Cork Board for all cold insulating purposes.

## MATHIESON AMMONIA

is made by a Mathieson process, in a Mathieson plant, and sold under the Mathieson "Eagle-Thisle" trade mark. It is backed by the same resources that have built the Mathieson reputation for uniform dependability.

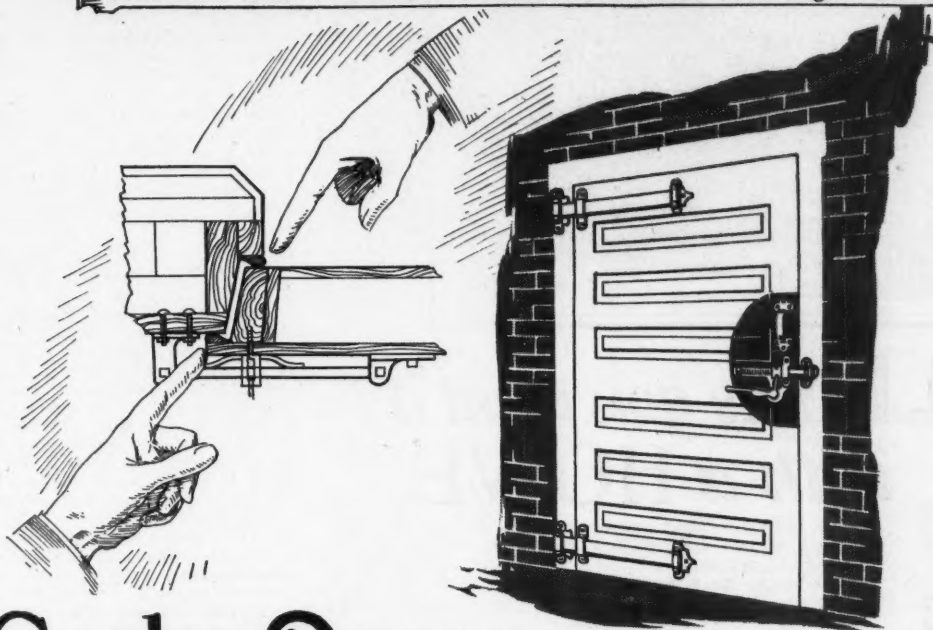
CAUSTIC SODA  
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## FACTS ABOUT COLD STORAGE DOORS ~ No. 4 of a Series



# Cooler Doors ~ *must have double seals of contact*



Our new catalog No. 13 gives complete information on Jamison Cooler and Freezer Doors, Automatic Ice Chutes and other Jamison Products. A. I. A. File No. 32C 1.

Specifications for a cold storage or refrigerating plant are a brass-tacks matter. Doors, for example, do not rest between the bronze portals the president favors and the panelled doors the treasurer prefers. Cooler and freezer doors have work to do.

Even a perfect door in a perfect wall is deficient—if the lines of contact are not complete. At every point of contact, Jamison Cooler and Freezer Doors are *doubly* sealed. No single gasket, however tight-fitting, can give the absolute proof against leakage that the confined dead air between these *two* seals provides.

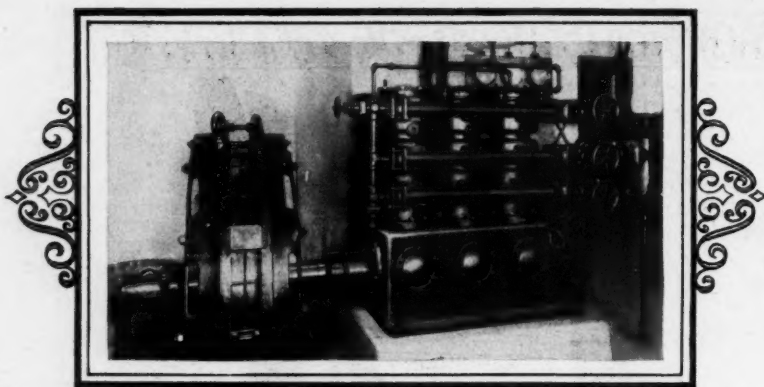
The double seals of contact principle costs more. But air leaks cost still more, and the Jamison method definitely minimizes temperature losses. . . . Other points of Jamison construction have proved themselves creative of higher refrigerating efficiency. Heavier, surer pressure hinges; slam-proof Self-Tightening Fasteners; higher standards of insulation. And the fact that we have a large stock of standard size doors on hand ready to ship *now*.

*Our catalog puts the whole successful story in your hands. May we mail it to you?*

# Jamison Doors

Jamison Cold Storage Door Co.

Hagerstown, Maryland, U. S. A.



## COLD~as you want it with a HOWE



Send for our  
complete catalog.

Howe Multiple Effect compressors are designed to operate at two different low pressures, making it possible to maintain high and low temperatures with one machine at a decided saving in power consumption. Why buy two compressors when one will take care of your requirements?

Howe compressors are built in all sizes to meet any refrigeration problem.

**HOWE ICE MACHINE CO.**  
2825 Montrose Avenue, Chicago

## HOWE Dependable Refrigeration

### COOLING THE MEAT MARKET.

The necessity for efficient refrigeration in meat markets constantly impresses itself on modern progressive retail meat dealers. As a result these retailers are installing new equipment, or replacing old machinery in their cooling rooms.

The York Manufacturing Co., York, Pa., manufacturers of ice making and refrigerating equipment, lists the following retailers who have recently installed York machinery:

Alex Klein Meat Market, East Pittsburgh, Pa., one 2-ton self-contained refrigerating machine.

Hoover & Stanley Grocery & Meat Market, Tyrone, Pa., one 4-ton self-contained refrigerating machine.

Smithgall & Ging Meat Market, Williamsport, Pa., one 2-ton self-contained refrigerating machine.

A. J. Hane Meat Market, St. John, Wash., one 5½-ton refrigerating machine. Barrett & Granger Co. Meat Market, Magnolia, Ark., one 2-ton self-contained refrigerating machine.

Piggly Wiggly Arizona Co. Meat Market, Tucson, Ariz., a 1-ton self-contained refrigerating machine.

R. A. Henderson & Son Grocery & Meat Market, Fort Myers, Fla., one 6¾-ton refrigerating machine.

G. G. Magnuson Meat Market, 3647 Broadway, Chicago, Ill., one 2-ton self-contained refrigerating machine.

C. B. O'Donnell Meat Market, 1st & Busseron streets, Vincennes, Ind., one 15-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Fred Wunderlich & Sons Meat Market, Burlington, Iowa, one 2-ton self-contained refrigerating machine.

Garland & Archer Meat Market, Wellington, Kans., one 5¾-ton refrigerating machine.

Park City Meat Market, 324 Fifteenth street, Ashland, Ky., one 2-ton self-contained refrigerating machine.

Martin J. Reese & Sons Meat Market, Third & Bank streets, Highlandtown, Baltimore, Md., one 2-ton refrigerating machine.

John Rinz Meat Market, Columbus avenue, Bay City, Mich., one 4-ton self-contained refrigerating machine.

Crispo & Di Murio Meat Market, 267 N. Scotland avenue, Albany, N. Y., a 1-ton self-contained refrigerating machine.

John Petras Meat Market, 150 Clinton

street, Binghamton, N. Y., one 2-ton self-contained refrigerating machine.

C. F. Kellers Meat Market, 1303 Jefferson avenue, Buffalo, N. Y., one 8-ton self-contained refrigerating machine.

John Sieffins Meat Market, 136 Ninth avenue, New York, N. Y., one 4-ton self-contained refrigerating machine.

Louis Wagner & Son Meat Market, 765 Ninth avenue, New York, N. Y., one 12-ton refrigerating machine.

Bauman & Baynes Meat Market, 333 Driving Park avenue, Rochester, N. Y., one 2-ton self-contained refrigerating machine.

Henry S. Siddall Meat Market, New London, Ohio, one 2-ton self-contained refrigerating machine.

August Steiger Meat Market, Toledo, Ohio, one 2-ton self-contained refrigerating machine.

N. Haddad & Son Meat Market, 1401 Huron street, Toledo, Ohio, a 1-ton self-contained refrigerating machine.

Hoffman & Co. Meat Market, Toledo, Ohio, one 4-ton self-contained refrigerating machine.

Felix Yozwiak Meat Market, Youngstown, Ohio, one 4-ton self-contained refrigerating machine.

J. J. Kleppinger Grocery & Meat Market, Northampton, Pa., one 8-ton refrigerating machine.

Frank Attig Meat Market, Shrewsbury, Pa., a refrigerating system for a meat market and butcher shop, including one 2-ton self-contained refrigerating machine and miscellaneous material.

L. P. Marciano Meat Market, Trutle Creek, Pa., one 2-ton self-contained refrigerating machine.

Blackman's Grocery & Market, Darlington, S. C., one 2-ton self-contained refrigerating machine.

A. Oesterreicher & Sons Meat Market, Durand, Wis., one 3-ton self-contained refrigerating machine.

International Provision Co. Meat Market, Los Angeles, Calif., a 1-ton self-contained refrigerating machine.

Arnold F. Peek Meat Market, Fourth street, Santa Ana, Calif., one 3-ton self-contained refrigerating machine.

D. W. Piggly Wiggly Co. Meat Market, Delta, Colo., a 1-ton self-contained refrigerating machine.

J. S. Andrews & Son Meat & Produce Market, St. Augustine, Fla., one 4-ton self-contained refrigerating machine.

H. F. Allen Meat Market, Ullada, Ga., one 6¾-ton refrigerating machine.

Irving Ochenschlager Meat Market, Aurora, Ill., one 4-ton self-contained refrigerating machine.

Standard Meat Market, 449 W. Washington street, Indianapolis, Ind., one 10-ton refrigerating machine.

Knight & Sons Grocery & Meat Market, Zanesville, Ind., a one-ton self-contained refrigerating machine.

Bartel & Miller Meat Market, Council Bluffs, Ia., one 2-ton self-contained refrigerating machine.

Wilson & Carhart Meat Market, Ute, Ia., a 1-ton self-contained refrigerating machine.

Falls City Meat Market, 926 S. Second street, Louisville, Ky., one 2-ton self-contained refrigerating machine.

Vogel Bros. Meat Market, Ann Arbor, Mich., one 3-ton refrigerating machine.

City Meat Market, Lake Benton, Minn., one 2-ton refrigerating machine.

A. J. Schmitt Meat Market, 325 Broadway, Minneapolis, Minn., one 2-ton self-contained refrigerating machine.

A. J. Schmitt Meat Market, 160 Thirtieth avenue, Minneapolis, Minn., one 2-ton self-contained refrigerating machine.

Lorenz Mueller Meat Market, 3700 Osceola street, St. Louis, Mo., a 1-ton self-contained refrigerating machine.

A. G. Meyers Meat Market, Carson City, Nev., a 1-ton self-contained refrigerating machine.

Joe Gelcius Meat Market, 144 Tappan

## A. C. Wicke Mfg. Co.

### Cold Storage Installations

of Every Description

Special attention given to cork and cement refrigerators  
Reliable Butcher Fixtures and Supplies

### NEW YORK CITY

Salesrooms:  
485-486 E. 108th St.

Main Office and Factory:  
406 East 102nd St.  
Phone Atwater 0850 for all Branches

Bronx Branch:  
732 Brook Ave.

street, Kearney, N. J., a 1-ton self-contained refrigerating machine.

Louis Wagner Meat Market, 75 Rano street, Buffalo, N. Y., one 2-ton self-contained refrigerating machine.

H. P. Monroe Meat Market, 833 Dewey avenue, Rochester, N. Y., one 4-ton self-contained refrigerating machine.

Liberty Stores Co. Grocery & Meat Market, Toledo, Ohio, a 1-ton self-contained refrigerating machine.

N. Reppe Grocery & Meat Market, Toledo, Ohio, a 1-ton self-contained refrigerating machine.

Fifth Ward Grocery & Market, Lawton, Okla., a 1-ton self-contained refrigerating machine.

A. J. Mocarsky Grocery & Meat Market, Brady, Pa., a 1-ton self-contained refrigerating machine.

John Manculich Meat Market, Third & Locust streets, Conemaugh, Pa., one 2-ton refrigerating machine.

Abe Margolin Meat Market, Mount Pleasant, Pa., one 7-ton refrigerating machine.

James A. Logan Meat Market, McKeesport, Pa., one 2-ton self-contained refrigerating machine.

John Siergiej Grocery & Meat Market, Nanticoke, Pa., a 1-ton self-contained refrigerating machine.

James E. Petree Meat Market, Nashville, Tenn., one 2-ton self-contained refrigerating machine.

H. C. Alexander Meat Market, Newport, Tenn., one 2-ton refrigerating machine.

Cash Meat Market, Newport, Tenn., one 2-ton refrigerating machine.

S. H. Rosenthal Grocery & Meat Market, Lynchburg, Va., one 8-ton self-contained refrigerating machine.

Paul F. Brand Meat Market, 263 Ogden avenue, Milwaukee, Wis., one 2-ton self-contained refrigerating machine.

William Mey Meat Market, 164 Hopkins Road, North Milwaukee, Wis., one 2-ton refrigerating machine.

Luedke Bros. Meat Market, Sheboygan, Wis., one 2-ton self-contained refrigerating machine.

Maurice Behnke & Sons Meat Market, Waupaca, Wis., one 4-ton self-contained refrigerating machine.

#### PORK IN THE WORLD WAR.

(Continued from page 26.)

In February, 1919, government officials opposed to further continuance of price stabilization brought strong pressure upon the War Trade Board to discontinue this arrangement. On February 26, 1919, the board voted to discontinue the requirement of Food Administration certificates for pork products after March 1, 1919.

The Food Administration protested against this action and the matter was finally referred to the President, who believed that it would not be wise for him to request the War Trade Board to reconsider or rescind its action. The decontrol took place on the 6th of March.

#### Allied Food Restrictions Lifted.

The whole situation now depended upon the success of Mr. Hoover's unceasing efforts to get Allied restrictions taken off of food to Germany—which was in effect accomplished by the orders of the Supreme Council at the meeting on March 8, followed by the Brussels Agreement on March 13.

The Food Administration had secured enough delay on the home front to serve its purpose. Had stabilization been removed five or six weeks earlier, as its proponents strongly urged, and with European markets still tightly closed, it is certain that there would have been a collapse in hog prices.

The delay enabled Mr. Hoover's efforts to open the European markets to come into fruition. This action created the needed outlet for pork products by private trading that not only sustained the price, but carried it to new high levels.

The next installment of this story will discuss the results of destablization.



**The "YORK" Effectually Provides That  
DRY, MOISTURE-FREE and  
SANITARY Refrigeration**

so necessary for the preservation and improvement of food supplies.  
It is economical, easily installed and easy to run.  
Write for our new Bulletin 94.

**YORK Manufacturing Company**  
Ice Making and Refrigerating Machinery Exclusively  
York, Penna.

## Chill Hogs the Modern Way

**QUICKLY**—To secure rapid turnover  
**THOROUGHLY**—To avoid souring troubles  
**PROPERLY**—To avoid frost in the meat  
**ECONOMICALLY**—To save 25% refrigeration

**BLOOM'S SYSTEMS OF BRINE SPRAY  
REFRIGERATION**

Unequaled for Quick Chill  
Combine Engineering Skill with Wide Experience

Brine Spray Refrigeration  
Hilger No-Freeze-Back Valves  
Hilger 3-Way Ammonia Valves  
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Air Conditioning Systems  
Humidifying and Drying  
Cooling and Ventilation  
Summer Sausage Drying

## S. C. BLOOM & COMPANY

Engineers—Contractors—Manufacturers

Monadnock Block

"Specialists to Packers"

Chicago, Ill.

## STEVENSON'S 1922

### "Man Size" Door Closer

stops the loss—the outflow of dry cold air, the ruinous inflow of warm moist air—at unclosed doorways.

Size No. 1 (29½ in.) \$9.50 No. 2 (23½ in.) \$8.50  
Prices F. O. B. Chester

State size of doors. Whether right or left hand. Whether door and frame are flush.

There's only one way to greater economy—shall we tell you about it?

**Stevenson Cold Storage Door Co.**

1511 West Fourth St.

Chester, Penna.

## Cold Storage Insulation

All Kinds of Refrigerator Construction

Glenwood Avenue  
West 22nd St.

**JOHN R. LIVEZEY**

PHILADELPHIA, PA.



# Chicago Section

Ernest Urwitz, of the Dryfus Packing Co., LaFayette, Ind., was seen in Chicago again this week.

George M. Foster, secretary of John Morrell & Co., Ottumwa, Iowa, was a Chicago visitor this week.

Frank Schaaf, well-known sausage maker of Milwaukee, Wis., spent a few days in Chicago this week.

Frank A. Hunter, president of the East Side Packing Co., East St. Louis, Ill., visited in Chicago this week.

Joseph M. Emmart, president of the Emmart Packing Co., Louisville, Ky., transacted business in Chicago this week.

E. G. James, head of the packinghouse brokerage firm bearing his name, has just returned from an extended trip to the Pacific Coast.

Packers' purchases of livestock at Chicago for the first three days of this week totaled 30,069 cattle, 15,173 calves, 56,559 hogs and 30,572 sheep.

E. A. Cudahy, Sr., chairman of the board of the Cudahy Packing Company, Chicago, has returned to the city from a trip to the Pacific Coast.

T. H. Ingwersen, head of the Canadian advisory department of Swift & Company, left Chicago this week to visit the company's plants in Moncton, N. B., Toronto, Montreal and other places in Canada.

Prices realized on Swift & Company sales of carcass beef in Chicago for week ending April 2, 1927, on shipments sold out were as follows: Cows, common to good, 10.50@14c; steers, common to medium,

13@16c; steers, good to choice, 16@20c; and averaged 15.05c a pound.

Provision shipments from Chicago for the week ending April 2, 1927, with comparisons, are reported as follows:

	Last wk.	Prev. wk.	Cor. week, 1926.
Cured meats, lbs....	13,610,000	13,255,000	14,705,000
Fresh meats, lbs....	40,482,000	38,964,000	35,733,000
Lard, lbs.....	7,426,000	7,627,000	7,312,000

## Sentence Sermons

Written for THE NATIONAL PROVISIONER by Roy L. Smith.

### TRUST NO MAN—

- Who gets angry when he meets the truth.
- Who is training his boy in deception.
- Who is too agreeable to everybody.
- Who is too sure of everything he says.
- Who speaks disrespectfully of his mother.
- Who asks you to sign a paper without reading it.
- Who promises more than any man can fulfill.

President George A. Hormel and his wife, and Vice-President Jay C. Hormel and his wife, of Geo. A. Hormel & Co.,

Austin, Minn., have returned from a trip to Los Angeles, Calif. The elder Mr. Hormel spent the winter in Beverly Hills, Calif., where he plans to build a winter home in the near future.

## DEATH OF MRS. F. L. MURRAY.

The sympathy of the trade was extended this week to F. L. Murray, of the Kennett-Murray livestock buying organization, over the death of his wife. Mrs. Murray passed away Sunday, April 3, at Nashville, Tenn. Besides her husband she is survived by one son, T. L. Murray, who is connected with the Omaha office of the company.

The funeral was held Wednesday, April 6, in St. Paul, Minn., the old home of Mrs. Murray. W. L. Kennett, of Louisville, Ky., accompanied his partner to St. Paul.

## HARRIS AND GUNN'S JOIN HANDS.

An arrangement has been made between the Harris Abattoir Co., Ltd., and Gunn's, Ltd., both of Toronto, Canada, whereby the former guarantees the obligations of the latter, according to a recent announcement.

In all other respects, it is announced, the two businesses will carry on exactly as before. No change will be made in the management or selling staff of either company.

The effect of the present arrangement, it is said, will be simply to increase the working capital of Gunn's, Ltd., and thus put this old-established company in a stronger financial position.

## ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to April 1, 1927, show exports from that country were as follows: To England, 245,460 quarters; to the Continent, 60,682 quarters; others, none.

Exports for the previous week were as follows: To England, 104,595 quarters; to the Continent, 113,048 quarters; others, none.

### H. F. Henschlen R. J. McLaren HENSCIEN & McLAREN

Architects

1637 Prairie Ave. Chicago, Ill.  
PACKING PLANTS AND COLD STORAGE  
CONSTRUCTION

### Fred J. Anders Chas. H. Reimers ANDERS & REIMERS

ARCHITECTS  
ENGINEERS

216 Erie Bldg. Packing House  
Cleveland, O. Specialists

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Engineers & Architects

Packinghouse and Cold Storage Designing—  
Consultation on Power and Operating Costs,  
Curing, etc. You profit by our 26 years' ex-  
perience. Lower construction cost. Higher  
efficiency.  
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### Packing House Products

Oldest Brokers in Our Line

Tallow Grease Provisions Oils  
*The Davidson Commission Co.*  
Tankage Bones Cracklings Hog Hair

Carcass Beef—F. S. Lard—Green Pork  
Boneless Beef—Ref. Lard—Cured Pork  
Quick Reliable Service Guaranteed  
Eight Phones Postal Telegraph Building  
All Working CHICAGO, ILL.

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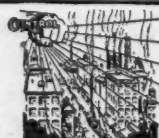
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Provisions, Oils, Greases and Tallow  
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INCORPORATED

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Buying and Selling

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Greases, Fertilizer Materials  
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### PACKERS ARCHITECTURAL & ENGINEERING CO.

WILLIAM H. KNEHANS, Chief Engineer

ABATTOIR PACKING AND COLD STORAGE PLANTS

Manhattan Building, Chicago, Ill.

Cable Address, Pacarco

## BUCKHAM HEADS OWN FIRM.

H. B. Buckham, well-known in the packing industry as head of the packinghouse industries department of Johns-Manville, Inc., has severed his connection with that company to go into business for himself. The new firm is known as Buckham-Thompson, Inc., and is located at 1107 Walnut street, Des Moines, Ia. Mr. Buckham reports that his concern will be an exclusive representative for Johns-Manville, and will maintain a construction department and force of its own.

## MARCH LIVESTOCK RECEIPTS.

The receipts of hogs during March showed an increase at most markets over those of the same month a year ago, but declines were noted in the arrivals of cattle and sheep at practically all the principal markets.

Receipts of hogs at the 11 principal markets during the months totalled 2,453,000 head. This is some 14,000 more than the receipts of March a year ago.

At Chicago the arrivals totalled 690,259 compared with 670,312 the previous March. The average weight at 241 pounds was, with one exception, the heaviest for the month in more than 30 years. The average price at Chicago was \$11.40.

The hog arrivals at Omaha at 305,500 were approximately 12,000 more than those of March, 1926, while at Kansas City the receipts at 178,354 were approximately 2,000 less than last year.

At St. Louis 343,587 head were received, being more than 42,000 more than the March, 1926, arrivals. At St. Joseph the receipts for the month were 110,480 compared with 112,896 the previous March.

The average weight of hogs at Omaha was 251 lbs., compared with 245 lbs. in February and 250 lbs. last March. At Kansas City the hogs were light, averaging 217 lbs. compared with 214 lbs. February and 239 lbs. in March, 1926.

At St. Louis the average weight for the month was 246 lbs. compared with 243 lbs. in February and 241 lbs. in the same month a year ago. Hogs at South St. Joseph averaged 247 lbs. compared with 241 lbs. in February and 245 lbs. last March.

Cattle receipts at most markets were lighter than those of the same month a year ago. At Chicago arrivals totalled 230,616 compared with 265,691 last March; at Kansas City 137,714 against 143,727 a year ago; at Omaha 134,000 and 149,482 last March; at St. Louis 96,475 against 94,740 in March, 1926.

Sheep receipts at all markets showed a sharp decline. At Chicago the receipts at 287,704 were the smallest for March since 1920. Omaha received 227,700, Kansas City 100,360, and St. Louis 26,118.

## BOSTON MEAT SUPPLIES.

Receipts of western dressed meats and slaughter under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending April 2, 1927, with comparisons:

	Week ending April 2, 1927.	Prev. week.	Cur. week, 1926.
Western Dressed meats:			
Steers, carcasses	2,857	2,485	2,284
Cows, carcasses	2,404	2,238	1,518
Bulls, carcasses	42	47	34
Veals, carcasses	1,302	1,418	1,479
Lambs, carcasses	12,000	8,883	18,007
Mutton, carcasses	309	402	176
Pork, lbs.	524,129	392,559	511,288

Local slaughters:			
Cattle	1,340	1,144	1,167
Calves	3,250	4,173	2,654
Hogs	11,140	9,741	9,576
Sheep	5,000	2,415	3,527

## CHICAGO PROVISION STOCKS.

Stocks of provisions at Chicago at the close of business on March 31, 1927, with comparisons, are announced by the Chicago Board of Trade as follows:

	Mar. 31, 1927.	Feb. 28, 1927.	Mar. 31, 1926.
Mess pork, new, made since Oct. 1, '26, bbls.	403	268	433
Other kinds of brd. pork, bbls.	19,929	18,725	26,489
P. S. lard, made since Oct. 1, '26, lbs.	27,145,840	22,012,102	25,975,280
P. S. lard, made Oct. 1, '25, to Oct. 1, '26, lbs.	4,040,718	4,248,506	
Other kinds of lard, lbs.	3,985,982	3,216,831	6,520,579
S. R. middles, made since Oct. 1, '26, lbs.	251,300	72,800	504,200
D. S. cl. bellies, made since Oct. 1, '26, lbs.	10,118,393	6,109,812	17,858,580
D. S. cl. bellies, made prev. to Oct. 1, '26, lbs.			30,000
D. S. rib bellies, made since Oct. 1, '26, lbs.	2,357,280	829,174	2,183,181
Ex. sh. cl. middles, made since Oct. 1, '26, lbs.	217,440	237,716	361,652
Sh. cl. middles, lbs.		15,026	29,300
D. S. sh. fat backs, lbs.	5,409,133	3,955,319	9,132,715
D. S. shdres, lbs.	35,705	27,593	22,200
S. P. hams, lbs.	39,511,738	35,716,872	29,128,604
S. P. skd. hams, lbs.	15,823,452	11,664,365	10,295,432
S. P. bellies, lbs.	14,324,932	12,981,888	11,839,278
S. P. Calif. or picnics, lbs.			
S. P. Boston shdres, lbs.	9,541,337	7,651,375	6,679,135
S. P. shdres, lbs.	186,362	225,440	145,857
Other cuts of meats, lbs.	14,926,022	12,351,209	11,001,220
Total cut meats, lbs.	112,703,103	91,838,889	99,203,363

## CHICAGO LIVESTOCK.

## RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Mar. 28	20,437	2,817	69,905	11,307
Tues., Mar. 29	12,992	4,583	30,254	11,967
Wed., Mar. 30	9,546	2,208	18,739	13,206
Thur., Mar. 31	11,497	5,412	22,170	11,784
Fri., Apr. 1	2,154	517	12,726	8,553
Sat., Apr. 2	342	88	2,952	8,177
Total last week	50,968	15,625	156,740	61,094
Previous week	50,907	13,810	137,078	63,249
Year ago	45,767	14,822	96,824	71,646
Two years ago	48,013	22,497	85,974	70,976

## SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Mar. 28	5,777	354	11,831	3,057
Tues., Mar. 29	3,241	107	6,097	4,498
Wed., Mar. 30	3,851	100	6,037	2,744
Thur., Mar. 31	2,292	100	5,252	2,344
Fri., Apr. 1	1,365		9,971	1,266
Sat., Apr. 2	293	5	1,342	221
Total last week	18,789	726	41,160	14,130

Previous week	13,463	922	39,950	18,313
Year ago	14,500	779	34,544	19,200
Two years ago	5,538	1,089	38,432	19,553

Receipts at Chicago Stock Yards thus far this year to April 2, with comparative totals:

	1927.	1926.
Cattle	733,010	755,933
Calves	182,165	201,552
Hogs	2,136,739	2,170,731
Sheep	1,035,679	1,128,161

Combined weekly hog receipts at eleven markets for week ending April 2, with comparisons:

Week ending April 2	537,000
Previous week	503,000
1926	378,000
1925	697,000
1924	740,000
1923	450,000

Combined receipts at seven markets for the week ending April 2, with comparisons:

	*Cattle.	Hogs.	Sheep.
Week ending April 2	170,000	465,000	175,000
Previous week	167,000	439,000	179,000
1926	144,000	338,000	196,000
1925	163,000	313,000	177,000
1924	161,000	575,000	153,000
1923	174,000	623,000	194,000
1922	136,000	353,000	145,000

Combined receipts at seven points for the year to April 2, with comparisons:

	*Cattle.	Hogs.	Sheep.
1927	2,224,000	6,614,000	2,585,000
1926	2,447,000	6,702,000	2,961,000
1925	2,428,000	8,735,000	2,589,000
1924	2,472,000	10,032,000	2,600,000
1923	2,504,000	9,192,000	2,838,000
1922	2,310,000	6,566,000	2,534,000

\*Previous to 1927 calves at Omaha, St. Louis and St. Joseph counted as cattle.

Chicago Stock Yards receipts, average weight and top and average price for hogs, with comparisons:

	Average Number	Weight—received lbs.	Prices—Top.	Average.
*This week	156,800	239	\$12.00	\$10.90
Previous week	137,078	241	12.25	11.25
1926	96,824	249	13.85	11.70
1925	85,974	228	14.00	13.10
1924	163,709	234	7.75	7.50
1923	176,153	241	8.75	8.40
1922	121,902	242	10.85	10.30
Av. 1922-1926	128,900	239	\$11.05	\$10.20

\*Receipts and average weight for week ending April 2, 1926, unofficial.

## WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
*Week ending April 2	\$10.90	\$10.90	\$8.50	\$15.75
Previous week	10.70	11.25	8.15	15.20
1926	9.50	11.70	8.00	12.50
1925	10.45	13.10	7.75	14.75
1924	9.75	7.50	10.25	15.00
1923	9.10	8.40	8.20	13.45
1922	7.85	10.30	9.75	13.90
Av. 1922-1926	\$ 9.35	\$10.30	\$ 8.80	\$14.50

\*Receipts is given the net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards:

	Cattle.	Hogs.	Sheep.
*Week ending April 2	40,200	115,000	46,900
Previous week	35,444	97,128	44,936
1926	31,207	62,280	52,446
1925	32,475	47,542	51,423
1924	34,392	119,233	39,700

\*Saturday, April 2, estimated.

Chicago packers hog slaughters for the week ending April 2, 1927:

Armour & Co.	19,100
Anglo-American	1,700
Swift & Co.	13,700
Hammond Co.	5,500
Morris & Co.	8,400
Wilson & Co.	11,100
Boyd-Lamborn	4,800
Western Packing Co.	7,800
Roberts & Onke	6,100
Miller & Hart	5,900
Independent Packing Co.	4,700
Brennan Packing Co.	6,300
Agar Packing Co.	3,700
Others	21,900
Total	120,400
Previous week	103,100
1926	63,400
1925	55,000
1924	132,600

(For Chicago livestock see page 48.)

*In Spices, too, the Best is the Cheapest*  
**J. K. LAUDENSLAGER, Inc.**  
 612-14-16 W. York St.  
 Philadelphia, Pa.

Importers **SPICES** Grinders  
**Butchers Mills Brand**  
 42 years reputation among packers for quality



# Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

## CASH PRICES.

Based on Actual Cariat Trading, Thursday, April 7, 1927.

### Green Meats.

Regular Hams—	
8-10 lbs. avg.	@23
10-12 lbs. avg.	@21½
12-14 lbs. avg.	@20
14-16 lbs. avg.	@20
16-18 lbs. avg.	@20
18-20 lbs. avg.	@20
Skinned Hams—	
14-16 lbs. avg.	@22½
16-18 lbs. avg.	@22½
18-20 lbs. avg.	@22½
20-22 lbs. avg.	@21½
22-24 lbs. avg.	@21
24-26 lbs. avg.	@20
26-30 lbs. avg.	@19½
Picnics—	
4-6 lbs. avg.	@14½
6-8 lbs. avg.	@13½
8-10 lbs. avg.	@13½
10-12 lbs. avg.	@13½
12-14 lbs. avg.	@13
Bellies—(Square cut and seedless)	
6-8 lbs. avg.	@24
8-10 lbs. avg.	@22½
10-12 lbs. avg.	@21½
12-14 lbs. avg.	@21½
14-16 lbs. avg.	@20½
16-20 lbs. avg.	@18

### Pickled Meats.

Regular Hams—	
8-10 lbs. avg.	@23
10-12 lbs. avg.	@22½
12-14 lbs. avg.	@21½
14-16 lbs. avg.	@21½
16-18 lbs. avg.	@20½
18-20 lbs. avg.	@20½
Boiling Hams—(house run)	
16-18 lbs. avg.	@20½
18-20 lbs. avg.	@20½
20-22 lbs. avg.	@20½
Skinned Hams—	
14-16 lbs. avg.	@24
16-18 lbs. avg.	@22½
18-20 lbs. avg.	@22½
20-22 lbs. avg.	@22½
22-24 lbs. avg.	@21½
24-26 lbs. avg.	@20½
26-30 lbs. avg.	@19½
Picnics—	
4-6 lbs. avg.	@15
6-8 lbs. avg.	@13½
8-10 lbs. avg.	@13½
10-12 lbs. avg.	@13
12-14 lbs. avg.	@13
Bellies—(square cut and seedless)	
6-8 lbs. avg.	@23
8-10 lbs. avg.	@22
10-12 lbs. avg.	@21
12-14 lbs. avg.	@20
14-16 lbs. avg.	@19½
16-20 lbs. avg.	@19

### Dry Salt Meats.

Extra short clears, 35/45.	@15½
Extra short ribs, 35/45.	@15½
Regular plates, 6-8.	@11½
Clear plates, 4-6.	8½ @ 9
Jowl butts.	9½ @ 9½
Fat Backs—	
8-10 lbs. avg.	@ 9½
10-12 lbs. avg.	@10½
12-14 lbs. avg.	@11½
14-16 lbs. avg.	@12½
16-18 lbs. avg.	@13
18-20 lbs. avg.	@13½
20-25 lbs. avg.	@14
Clear Bellies—	
16-18 lbs. avg.	@16
18-20 lbs. avg.	@15½
20-25 lbs. avg.	@15½
25-30 lbs. avg.	@15½
30-35 lbs. avg.	@15½
35-40 lbs. avg.	@15½
40-50 lbs. avg.	@15

## PURE VINEGARS

A. P. CALLAHAN & COMPANY

287 SOUTH LA SALLE STREET

CHICAGO, ILL.

## FUTURE PRICES.

Official Board of Trade Range of Prices

SATURDAY, APRIL 2, 1927.

	Open.	High.	Low.	Close.
LARD—				
May	12.35	12.40	12.35	12.40
July	12.57½	12.62½	12.57½	12.62½
Sept.	12.80	12.82½	12.77½	12.82½

CLEAR BELLIES—				
May	16.05	16.05	16.05	16.05
July				15.75
SHORT RIBS—				
May	14.00	14.60	14.00	14.60
July	13.85	13.85	13.85	13.85

MONDAY, APRIL 4, 1927.

	Open.	High.	Low.	Close.
LARD—				
May	12.42½	12.45	12.35	12.35ax
July	12.65	12.67½	12.55	12.55
Sept.	12.85	12.87½	12.75	12.75
Oct.				12.82½n

CLEAR BELLIES—				
May	15.90	15.90	15.85	15.85ax
July	15.70	15.70	15.60	15.60ax
SHORT RIBS—				
May				14.40ax
July				13.70ax

TUESDAY, APRIL 5, 1927.

	Open.	High.	Low.	Close.
LARD—				
May	12.40	12.45	12.40	12.45ax
July	12.62½	12.67½	12.62½	12.67½
Sept.	12.75	12.85	12.75	12.85b
Oct.				12.82½n

CLEAR BELLIES—				
May				15.85n
July				15.60
SHORT RIBS—				
May	14.40	14.40	14.40	14.40
July	13.70	13.72½	13.70	13.72½b

WEDNESDAY, APRIL 6, 1927.

	Open.	High.	Low.	Close.
LARD—				
May	12.40	12.47½	12.40	12.42½ax
July	12.60	12.67½	12.60	12.62½ax
Sept.	12.80	12.87½	12.80	12.82½
Oct.				12.90n

CLEAR BELLIES—				
May				15.85n
July				15.60n
SHORT RIBS—				
May				14.45b
July				13.77½b

THURSDAY, APRIL 7, 1927.

	Open.	High.	Low.	Close.
LARD—				
May	12.37½	12.37½	12.32½	12.37½
July	12.60	12.60	12.55	12.57½b
Sept.	12.80	12.80	12.75	12.77½b
Oct.	12.82½	12.82½	12.82½	12.82½

CLEAR BELLIES—				
May	15.65	15.65	15.55	15.55
July	15.60	15.60	15.50	15.50
SHORT RIBS—				
May				14.45n
July				13.77½n

FRIDAY, APRIL 8, 1927.

	Open.	High.	Low.	Close.
LARD—				
May	12.32½	12.40	12.32½	13.35
July	12.55-57½	12.60	12.52½	12.57½ax
Sept.	12.72½	12.80	12.72½	12.75b
Oct.				12.80n

CLEAR BELLIES—				
May	15.45	15.45	15.45	15.45
July	15.50	15.50	15.50	15.50
SHORT RIBS—				
May				14.50b
July				13.77½n

## CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, April 7, 1927, with comparisons, were as follows:

	Week ending Apr. 7.	Prev. week.	Cor. week.
Armour & Co.	5,298	9,562	4,530
Anglo-Amer. Prov. Co.	2,573	3,084	1,542
Swift & Co.	6,912	11,788	4,906
G. H. Hammond Co.	3,893	6,158	3,173
Morris & Co.	4,536	7,238	4,842
Wilson & Co.	6,875	9,740	6,021
Boyd-Lunham Co.	3,207	5,330	3,078
Western Pkg. & Prov. Co.	7,650	7,476	5,754
Roberts & Oake	2,840	6,013	5,150
Miller & Hart	2,136	4,652	4,361
Independent Packing Co.	2,721	5,164	3,577
Brennan Packing Co.	4,650	6,100	5,215
Agar Packing Co.	2,750	3,604	1,825
Total	56,041	88,503	53,406

## CHICAGO RETAIL FRESH MEATS.

### Beef.

	No. 1.	No. 2.	No. 3.
Rib roast, heavy end.	25	22	12
Rib roast, light end.	36	28	20
Chuck roast	22	18	14
Steaks, round	40	30	20
Steaks, sirloin, first cut.	40	32	22
Steaks, porterhouse	50	37	25
Steaks, flank	28	25	16
Beef stew, chuck	20	18	12½
Corned briskets, boneless	24	25	18
Corned plates	18	12	10
Corned rump, boneless	25	22	18

### Lamb.

	Good.	Com.
Hindquarters	45	25
Legs	45	30
Stews	20	15
Chops, shoulder	25	20
Chops, ribs and loin.	45	25

### Mutton.

Legs	26	
Stew	10	
Shoulders	16	
Chops, rib and loin	35	

### Pork.

Loins, whole, 8@10 avg.	28	@30
Loins, whole, 10@12 avg.	25	@27
Loins, whole, 12@14 avg.	24	@26
Loins, whole, 14 and over	24	@26
Chops	28	@32
Butts	26	@26
Spareribs	21	@21
Hocks	14	@14
Leaf lard, unrendered	15	@15

### Veal.

Hindquarters	32	@36
Forequarters	18	@24
Legs	32	@36
Breasts	14	@18
Shoulders	12	@24
Outlets	40	@40
Rib and loin chops	35	@35

### Butchers' Offal.

Suet	@ 6
Shop fat	@ 8
Bones, per 100 lbs.	@50
Calf skins	@15
Kips	@13
Deacons	@12

## CURING MATERIALS.

	Bbls.	Sacks.
Nitrite of Soda, l. c. l. Chicago.	9%	
Double refined saltpetre, gran., l. c. l.	6%	6%
Crystals	8	7%
Double refined nitrate of soda, f. o. b.		
N. Y. S. S., carloads	3%	3%
Less than carloads, granulated	4%	4
Crystals	5%	5
Kegs, 100@200 lbs., 1c more.		
Boric acid, in carloads, powdered, in bbls. 0		8%
Crystal to powdered, in bbls., in 5-ton lots or more	9%	9%
In bbls. in less than 5-ton lots.	0%	10
Borax, carloads, powdered, in bbls.	5	4%
In ton lots, gran. or powdered, in bbls.	5%	5
Salt—		
Granulated, car lots, per ton, f.o.b. Chicago		\$6.00
bulk		
Medium, car lots, per ton, f.o.b. Chicago		\$9.10
bulk		
Rock, car lots, per ton, f.o.b. Chicago		7.00
Sugar—		
Raw sugar, 96 basis, f.o.b. New Orleans.	@4.00	
Second sugar, 90 basis	None	
Syrup, testing 63 and 65 combine sucrose and invert, New York.	@.40	
Standard granulated f.o.b. refiners (2%)	@5.85	
Packers' curing sugar, 100 lb. bags, f.o.b.		@5.50
Reserve, La., less 2%		@5.50
Packers' curing sugar, 250 lb. bags, f.o.b.		@5.40
Reserve, La., less 2%		@5.40

## H. G. S.

Packing House White Paint

Harry G. Sargent Paint Co.

502 Mass. Ave., INDIANAPOLIS, IND.



# CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

### Carcass Beef.

	Week ending Apr. 9.	Cor. week, 1926.
Prime native steers.....	18 20	17 18
Good native steers.....	15 18	15 17
Medium steers.....	14 16	13 16
Heifers, good.....	13 18	13 18
Cows.....	10 14	10 14
Hind quarters, choice.....	25 25	24 24
Fore quarters, choice.....	16 16	15 15

### Beef Cuts.

Steer Loin, No. 1.....	40	39
Steer Loin, No. 2.....	37	35
Steer Short Loin, No. 1.....	32	30
Steer Short Loin, No. 2.....	29	27
Steer Loin Ends (hips).....	22	20
Cow Loin.....	22	20
Cow Short Loin.....	27	25
Cow Loin Ends (hips).....	17	15
Steer Ribs, No. 1.....	26	24
Steer Ribs, No. 2.....	24	22
Cow Ribs, No. 1.....	18	17
Cow Ribs, No. 2.....	13	12
Steer Round, No. 1.....	15	14
Steer Round, No. 2.....	15	14
Steer Chuck, No. 1.....	15	14
Steer Chuck, No. 2.....	13 1/2	12 1/2
Cow Round.....	14 1/2	13 1/2
Cow Chuck.....	12 1/2	11 1/2
Steer Plates.....	11 1/2	10 1/2
Medium Plates.....	10	9
Briskets, No. 1.....	16	15
Briskets, No. 2.....	12	11
Steer Navel Ends.....	9	8 1/2
Cow Navel Ends.....	8 1/2	8
Fore Shanks.....	7 1/2	7
Hind Shanks.....	7 1/2	7
Rolls.....	21	20
Strip Loin, No. 1, boneless.....	45	44
Strip Loin, No. 2.....	40	39
Strip Loin, No. 3.....	35	34
Strip Butts, No. 1.....	32	31
Strip Butts, No. 2.....	25	24
Strip Butts, No. 3.....	15	14
Beef Tenderloins, No. 1.....	70	69
Beef Tenderloins, No. 2.....	65	64
Rump Butts.....	18	17
Flank Steaks.....	18	17
Shoulder Clods.....	15	14
Hanging Tenderloins.....	10	9

### Beef Products.

Brains (per lb.).....	11	12	14 1/2
Hearts.....	8	9	10
Tongues.....	22	20	20
Sweetbreads.....	22	20	20
Ox-Tail, per lb.....	0	12	12
Fresh Tripe, plain.....	0	6	6 1/2
Fresh Tripe, H. C.....	0	6 1/2	6 1/2
Livers.....	10	14	14 1/2
Kidneys, per lb.....	10	14 1/2	14 1/2

### Veal.

Choice Carcass.....	19	21	20	21
Good Carcass.....	14	16	14	16
Good Saddle.....	13	15	13	15
Good Backs.....	11	13	12	14
Medium Backs.....	10	12	8	12

### Veal Products.

Brains, each.....	13	14	15 1/2	16 1/2
Sweetbreads.....	15	16	16	16
Calif Livers.....	15	16	16	16

### Lamb.

Choice Lambs.....	30	33	26	26
Medium Lambs.....	28	30	23	23
Choice Saddle.....	28	30	23	23
Medium Saddle.....	25	28	20	20
Choice Fores.....	25	28	20	20
Medium Fores.....	24	26	18	18
Lamb Fries, per lb.....	32	32	23	23
Lamb Tongues, each.....	13	13	13	13
Lamb Kidneys, per lb.....	12	12	12	12

### Mutton.

Heavy Sheep.....	19	18	14	14
Light Sheep.....	19	18	14	14
Heavy Saddle.....	20	19	15	15
Light Saddle.....	22	20	15	15
Heavy Fores.....	14	14	10	10
Light Fores.....	13	13	9	9
Mutton Legs.....	25	22	18	18
Mutton Loin.....	20	18	15	15
Mutton Stew.....	14	14	10	10
Sheep Tongues, each.....	13	13	10	10
Sheep Heads, each.....	10	10	10	10

### Fresh Pork, Etc.

Dressed Hogs.....	17 1/2	19	25	25
Pork Loin, 8 1/2 lb. avg.....	25	26	28	28
Hams.....	26	26	28	28
Belies.....	26	26	28	28
Calas.....	17 1/2	18 1/2	17 1/2	18 1/2
Skinned Shoulders.....	16	17	17 1/2	18 1/2
Tenderloins.....	55	58	60	60
Spare Ribs.....	14	15	16	16
Leaf Lard.....	14	15	16	16
Back Fat.....	13	14	15	15
Butts.....	21	21	23	23
Hocks.....	17	17	18	18
Tails.....	15	15	16	16
Neck Bones.....	4 1/2	5 1/2	5	6
Tail Bones.....	12	12	12	12
Slip Bones.....	9	9	9	9
Blade Bones.....	14	14	13	13
Pigs' Feet.....	8	8	8	8
Kidneys, per lb.....	8	8	10	11
Livers.....	5 1/2	5 1/2	7 1/2	7 1/2
Brains.....	15	15	17 1/2	18 1/2
Ears.....	9	9	9	9
Scouts.....	8	8	8	8
Heads.....	10	10	10	10

## DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. carton.....	27
Country style sausage, fresh in link.....	19
Country style sausage, fresh in bulk.....	17
Country style sausage, smoked.....	24
Mixed sausage, fresh.....	22
Frankfurts in sheep casings.....	20
Bologna in beef bungs, choice.....	16
Bologna in cloth, paraffined, choice.....	14 1/2
Bologna in beef middles, choice.....	16
Liver sausage in hog bungs.....	15
Liver sausage in beef rounds.....	17
Head cheese.....	17
New England luncheon specialty.....	28
Liberty luncheon specialty.....	17
Mixed luncheon specialty.....	25
Tongue sausage.....	17
Blood sausage.....	17
Polish sausage.....	18
Souse.....	15

## DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	54
Cervelat, new condition, in beef middles.....	23
Thuringer Cervelat.....	26
Farmer.....	22
Holsteiner.....	24
B. C. Salami, choice, in hog bungs.....	51
Milano Salami, choice, in hog bungs.....	51
B. C. Salami, new condition.....	27
Frisses, choice, in hog middles.....	45
Genoa style Salami.....	58
Pepperoni.....	45
Mortadella, new condition (heavy).....	27
Capiccoli.....	59
Italian style hams.....	48
Virginia hams.....	52

## SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate.....	7.00
Large tins, 1 to crate.....	8.00
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate.....	8.50
Large tins, 1 to crate.....	9.50
Frankfurt style sausage in pork casings—	
Small tins, 2 to crate.....	7.50
Large tins, 1 to crate.....	9.00
Smoked link sausage in pork casings—	
Small tins, 2 to crate.....	7.50
Large tins, 1 to crate.....	8.50

## SAUSAGE MATERIALS.

Regular pork trimmings.....	9 1/2	10
Special lean pork trimmings.....	17	17 1/2
Extra lean pork trimmings.....	10 1/2	20 1/2
Neck bone trimmings.....	12	12
Pork cheek meat.....	10	10
Pork hearts.....	9	14
Fancy boneless bull meat (heavy).....	13	13 1/2
Boneless chucks.....	13	13 1/2
Shank meat.....	12	12 1/2
No. 1 beef trimmings.....	11 1/2	12 1/2
Beef hearts.....	6	6 1/2
Beef cheeks (trimmed).....	10	10 1/2
Dr. cannon cows, 300 lbs. and up.....	9 1/2	9 1/2
Dr. cutters, 400 lbs. and up.....	10 1/2	10 1/2
Dr. bologna bulls, 500/700 lbs.....	11 1/2	11 1/2
Beef tripe.....	3 1/2	3 1/2
Cured pork tongues (can. trim.).....	18	18 1/2

(These are prices to wholesalers on material packed in new slabs for barrel shipment.)

## SAUSAGE CASINGS.

(F. O. B. CHICAGO.)

Beef rounds, export, 225 sets per tierce, per set	26	28
Beef middles, 110 sets per tierce, per set	120	125
Beef bungs, No. 1, 400 pieces per tierce, per piece	25	
Beef bungs, No. 2, 400 pieces per tierce, per piece	16	
Beef wessands, No. 1, per piece	10	
Beef wessands, No. 2, per piece	04	10
Beef bladders, small, per dozen	18	18
Beef bladders, medium, per dozen	20	20
Beef bladders, large, per dozen	22	22
Hog casings, medium, per bbl. 100 yds.	18	
Hog casings, narrow, per bbl.	15	
Hog middles, without cap, per set	16	
Hog middles, with cap, per set	20	
Hog bungs, export	37	
Hog bungs, large prime	27	
Hog bungs, medium	20	
Hog bungs, small prime	10	12
Hog bungs, narrow	07	
Hog stomachs, per piece	07	08

## VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.....	14.00
Homeycomb tripe, 200-lb. bbl.....	16.00
Pocket homeycomb tripe, 200-lb. bbl.....	17.50
Pork feet, 200-lb. bbl.....	63.00
Pork tongues, 200-lb. bbl.....	42.00
Lamb tongues, long cut, 200-lb. bbl.....	61.00
Lamb tongues, short cut, 200-lb. bbl.....	61.00

## BARRELED PORK AND BEEF.

Meat pork, regular.....	34.00
Family back pork, 20 to 34 pieces.....	36.00
Family back pork, 35 to 45 pieces.....	37.00
Clear back pork, 40 to 50 pieces.....	28.00
Clear plate pork, 35 to 45 pieces.....	22.00
Clear plate pork, 25 to 35 pieces.....	25.50
Brisket pork.....	31.00
Bean pork.....	23.00
Plate beef.....	20.50
Extra plate beef, 200 lb. bbls.....	22.00

## COOPERAGE.

Ash pork barrels, black iron hoops.....	1.67 1/2	1.73 1/2
Ash pork barrels, black iron hoops.....	1.90	2.00
Ash pork barrels, galv. iron hoops.....	1.87 1/2	1.92 1/2
White oak ham tierces.....	2.35	2.35
Red oak lard tierces.....	2.87 1/2	2.92 1/2
White oak lard tierces.....	2.67 1/2	2.67 1/2

## OLEOMARGARINE.

Highest grade natural color animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	23
White animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	20 1/2
Nut margarine, 1 lb. cartons, f.o.b. Chicago (30 and 60 lb. solid packed tubs, 10 per lb. less).....	18
Pastry oleomargarine, 60-lb. tubs, f.o.b. Chicago.....	15

## DRY SALT MEATS.

Extra short clears.....	15 1/2
Extra short ribs.....	16
Short clear middles, 60-lb. av.....	17
Clear bellies, 14 1/2 lb. bbls.....	16 1/2
Clear bellies, 18 1/2 lb. bbls.....	16 1/2
Clear bellies, 25 1/2 lb. bbls.....	18 1/2
Rib bellies, 20 1/2 lb. bbls.....	15 1/2
Rib bellies, 25 1/2 lb. bbls.....	15 1/2
Fat backs, 10 1/2 lb. bbls.....	10
Fat backs, 12 1/2 lb. bbls.....	11
Fat backs, 14 1/2 lb. bbls.....	12 1/2
Regular plates.....	11 1/2
Butts.....	9 1/2

## WHOLESALE SMOKED MEATS.

Regular hams, fancy, 14 1/2 lb. bbls.....	28
Skinned hams, fancy, 16 1/2 lb. bbls.....	28
Standard regular hams, 12 1/2 lb. bbls.....	28
Picnics, 6 1/2 lb. bbls.....	19 1/2
Standard bacon, 4 1/2 lb. bbls.....	28 1/2
Standard bacon, 10 1/2 lb. bbls.....	28 1/2
Standard bacon, 12 1/2 lb. bbls.....	28 1/2
Standard bacon, strips, 6 1/2 lb. bbls.....	28 1/2
Cooked hams, choice, skin on, surplus fat off.....	42
Cooked hams, choice, skinned, surplus fat off.....	42
Cooked hams, choice, skinned, surplus fat off.....	44
Cooked picnics, skin on; surplus fat off.....	27
Cooked picnics, skinned; surplus fat off.....	27
Cooked loin roll, smoked.....	24

## ANIMAL OILS.

Prime lard oil.....	14 1/2	14 1/2
Extra winter strained.....	12 1/2	12 1/2
Extra lard oil.....	10 1/2	10 1/2
Extra No. 1 lard.....	10 1/2	10 1/2
No. 1 lard oil.....	10	10 1/2
No. 2 lard oil.....	9 1/2	10
Pure neatfoot oil.....	12	12 1/2
Extra neatfoot oil.....	10 1/2	10 1/2
No. 1 neatfoot oil.....	10	10 1/2
Acidless tallow oil.....	9 1/2	10 1/2

## LARD (Unrefined).

Prime, steam, cash tierces.....	12.32
Prime, steam, loose.....	11.57
Leaf, raw.....	11.25
Neutral lard.....	14.25

## LARD (Refined).

Pure lard, kettle rendered, per lb. loose.....	12.87
Pure lard, tierces.....	12.87
Compound.....	10.50

## OLEO OIL AND STEARINE.

Oleo oil, extra.....	11 1/2	12
Oleo stock.....	11	11 1/2
Prime No. 1 oleo oil.....	11 1/2	11 1/2
Prime No. 2 oleo oil.....	10 1/2	10 1/2
No. 3 oleo oil.....	9 1/2	9 1/2
Prime oleo stearine, edible.....	9 1/2	9 1/2

## TALLOW AND GREASES.

Edible tallow, under 2% acid, 45 tins.....	8	8 1/2
Prime packers tallow.....	7 1/2	8
No. 1 tallow, basis 10% f.f.a., 42 tins.....	7	7 1/2
No. 2 tallow, basis 40% f.f.a., 40 tins.....	5 1/2	6
Choice white grease, max. 4% acid, loose.....	8	8 1/2
B-White grease, max. 8% acid.....	7	7 1/2
Yellow grease, 12-15 f.f.a.....	6 1/2	6 1/2
Brown grease, 40 f.f.a.....	5 1/2	6

## VEGETABLE OILS.

Crude cotton seed oil in tanks f.o.b. Valley points, none, prompt.....	7 1/2
White, deodorized in bbls., c.a.f. Chicago.....	10 1/2
Yellow, deodorized, in bbls.....	10 1/2
Soap stock, 50% f.f.a. basis, f.o.b. mills.....	7 1/2
Corn oil, in tanks, f.o.b. mills.....	7 1/2
Soya bean oil, seller's tank, f.o.b. coast none.....	8
Coconut oil, seller's tank, f.o.b. coast.....	8
Refined in bbls., c.a.f., Chicago, none.....	10 1/2

# Retail Section

## Check Up on Lost Trade Find Out the Reason When Customers Drift Away from You

Suppose you wake up to the fact some day that Mrs. Jones and perhaps a dozen other good customers have stopped trading with you.

What should be done about it?

Do you just take it for granted they have moved away, and try to get some new customers to take their places, or do you try to find out why they stopped trading with you?

The latter is by far the best plan, say Lawrence A. Adams, and he tells why in the following article, one of a series he is writing for THE NATIONAL PROVISIONER. Mr. Adams has made a special study of retail meat markets and their needs, and knows what he is talking about.

This is the fourth article in this series by Mr. Adams. The first appeared in THE NATIONAL PROVISIONER of Nov. 20, 1926; the second on Jan. 1, 1927; and the third on Feb. 19, 1927.

### Losing Customers

By Lawrence A. Adams.

An answer to the question, "How long do your customers stay with you?" will be found in the recent bulletin of the U. S. Department of Agriculture which presents the study of housewives' buying habits.

The results indicate that if customers are properly treated they will remain with the same dealer year after year, and many families reported that they had traded with the same shop for over 10 years.

In fact, among the wealthy families it was discovered that over 17 per cent of the families interviewed had traded with the same shops for over 10 years, and a similar percentage in addition had traded with the same shops somewhere between 5 and 10 years. Such permanency indicates the fundamental characteristic that people will continue to trade at the same place so long as they are satisfied.

#### Don't Get in a Rut.

Proprietors of any business are very apt to fall into a rut because they are so close to their own affairs that they do not notice some of the things which are quite apparent to others.

Suppose that Mrs. Jones has been a very steady customer for many years but that suddenly she discontinues her patronage. The proprietor of the shop is probably so busy that he gives little more than a passing thought to the fact that Mrs. Jones has not been in recently. Without thinking a very great deal about it he may decide that she has gone on a vacation with her family or he may wonder if she has moved into some other section of the city.

If just a few customers fall from sight there is not much to worry about because there will always be some shifting of patronage no matter how careful an individual proprietor may be. If, however, many customers disappear it is time for

the butcher to look around and analyze the reasons.

It has just been pointed out that it is to be expected that customers will continue to give their patronage to a particular shop until they have some very serious reason for changing.

#### Find Out Why They Leave.

Accordingly, as soon as any dealer notices that a considerable number of his regular patrons are falling from the ranks it is time for him to make some sort of an investigation and determine the reasons why.

If Mrs. Jones found some cause for dissatisfaction other customers probably will notice the same thing and in time will discontinue their trade.

If a new shop has opened up in the community and customers are drifting to it, it is time to find out in what way the new store attracts customers.

Every so often each proprietor should analyze the impression which his shop makes upon his customers. An excellent way is to make a periodic check of the reason why patronage has been discontinued.

Accordingly, it is well to make a list of customers who have dropped out of sight, and as soon as this list has grown to, let us say, a dozen or two dozen names an effort should be made to find out why these people have shifted their patronage.

#### When They Move Away.

If the families have moved it is to be expected that they will trade at a shop which is geographically convenient. There are also other reasons why trade is dis-

continued over which the individual proprietor has no control.

These things are nothing to worry about because the families which move away are probably replaced by families which move into the community, and accordingly the butcher should have about the same number of customers.

There are, however, many reasons why people discontinue patronage over which the butcher has direct control. It is this information which should be sought.

With a dozen or two dozen names to work with the proprietor should start out to find the reason why trade was discontinued. Naturally, this will mean a slow and rather tedious undertaking, but the results justify fully the time and effort required.

#### Make Personal Calls.

The most direct way to obtain results is to make a personal visit to the persons who took away their patronage and ask them frankly the reason why. It is not so important to try to coax the customer to return as it is to find out the reason why, because the reason which controlled that individual's action probably will influence others.

If the proprietor himself does not have time to make these visits and seek the reason, the work of interviewing these customers could be delegated to some employee who is sufficiently tactful to engage the housewife in a frank discussion of her impression of the shop.

It is not necessary to discuss here the remedial measures which should be adopted following the investigation, because they will be indicated as soon as the results are analyzed.

The proprietor will see his shop as his customers do and the point of view will be enlightening and will suggest ways of improving his service or store and making them more pleasing and attractive to customers.

[Another article by Mr. Adams will appear in an early issue of THE NATIONAL PROVISIONER. Watch for it.]

#### MEAT DEALERS GO TO SCHOOL.

Fifty members of the Spokane Retail Meat Dealers association in Spokane, Wash., are increasing their knowledge of commercial subjects, and thereby making themselves better fitted to conduct their business by taking a commercial course at the Northwestern Business College given at night by Prof. C. E. Baten, head of the commercial department of the Lewis and Clark High school.

The course, which started only recently, includes bookkeeping, percentage, as used in the meat business, business English, civics, commercial law—all subjects being studied from the special angle of the meat dealer.

The educational committee which was responsible for getting such a course started, consists of L. C. Burkhardt, Walter Beardsley, Peter Heisler and Albert Arend.

#### WASHINGTON DEALERS DINE.

J. W. Ringer, vice-president of the National Association of Retail Meat Dealers, Inc., gave the main address of the evening at the annual banquet of retail meat dealers in Everett, Wash. The speaker was introduced by Francis Hausmann, presiding president, and toastmaster of the occasion.

Chairman of the banquet committee was Earl Adams, while Charles Schuchart was chairman of the entertainment committee.

## Tell 'Em How to Do It!

Here is something your customers will "eat up," Mr. Retailer!

Very few people know the proper way to carve meat at the table. A series of two articles tells how in plain language and shows how by means of pictures. Every housewife will be glad to read it—and so will her husband.

These two articles have been combined and reprinted. They may be had in quantities at cost, with your name on them, if you desire.

Order a supply to distribute to your trade. Use the coupon below.

THE NATIONAL PROVISIONER,  
Old Colony Bldg., Chicago.

Please send me.....reprints of your article on "Meat Carving." These are to be billed me at cost. Put my name on them, as follows:

.....

.....

Name .....

Street .....

City..... State.....



## Tell This to Your Customers

Under this heading will appear information which should be of value to meat retailers in educating their customers and building up trade. Cut it out and use it.

### USING LEFT-OVER MEATS.

By Gudrun Carlson, Director, Department of Home Economics, Institute of American Meat Packers.

Ragout is one of the many French words we have adopted in our list of cookery terms. It is derived from two words meaning to appeal again to the appetite. Since a ragout is a stew or similar dish from left over or bits of meat combined with vegetables and seasonings the name is a very apt one.

Meat which is already cooked or left over serves as the main ingredient. It is cut into pieces or cubes and any adhering bone removed.

For most ragouts the meat is next browned in butter or in fat from the meat. Bacon or its drippings are used where the added taste of the bacon is desired. Finely sliced or chopped onion browned in the fat before or with the meat, is usually considered an essential seasoning.

The chief trick to a successful ragout depends on the seasonings, both as to kind and to amount.

For mutton ragout, when two pounds of meat are called for, the following vegetables and seasonings will be found exceedingly good: 6 small onions, 4 small carrots, 2 small turnips, 1 small stalk of celery, a spring of parsley, a bay leaf, 3 or 4 cloves, salt, and pepper to taste. Except for the onions which are added first, the seasonings are added when the meat is partially cooked, so that when done the vegetables have not lost their shape from overcooking.

The gravy is thickened with flour. If

preferred, a very thin gravy can be made at first and the meat and vegetables cooked in this. The gravy will thicken as it cooks.

For a lamb ragout beans, peas and tomatoes are frequently added. This dish gives a way of using up bits of vegetables left from dinner.

The choice of utensils for cooking a ragout are limited to those in which the food can be covered and allowed to simmer either on top of the stove or in the oven. Copper, iron or heavy aluminum cookers are all good, while for the oven the earthen or glass casserole gives desired results.

### NEWS OF THE RETAILERS.

The People's Market has been opened at Elko, Nev.

W. D. Rice and J. L. Stafford have formed a partnership and have purchased the F. B. Jones meat and grocery business at 207 W. Main St., Norman, Okla.

Glen H. Stinson has opened a meat market in the Royal Hotel building, Buffalo, Okla.

Carl Carlson has purchased the meat market of Henry Hubbert, Stromsburg, Nebr.

O. E. Smith and Henry Schoeman have opened a meat market at Louisville, Nebr.

Bert Ryder, of Nebraska City, will open a branch meat market at Dunbar, Nebr.

The La Rosa Market has been opened at 792 Bay street, San Francisco, Calif.

George Skogg has opened the Merit Market & Grocery, Portland, Ore.

Chas. C. & Fred Schott, Snohomish, Wash., have been succeeded in the meat business by C. P. Nelson and Clyde L. Doolittle.

The J. P. Strong meat market, Seattle, Wash., has been destroyed by fire.

O. J. Mickes has sold his meat market at Forty-seventh and Fremont streets, Portland, Ore., to Casper Wilhelm.

John Lundberg has again engaged in the meat business at Marshfield, Ore.

H. J. Furrier and H. C. Block have engaged in the meat business at 1439 Milwaukee street, Portland, Ore.

Joe Lamuth, Kellogg, Ida., has sold the Sunnyside Market to Austin, Schanase & Feilberg.

F. J. Callahan, Portland, Ore., has succeeded to the meat business of Callahan & Deery.

A. F. Clark has opened a meat market at Toledo, Wash.

George Morton has purchased the meat business of W. A. Baker, Salkum, Wash.

The Sanitary Market, Safford, Ariz., has been purchased by George Van Gausig and Edward Scarlett from Dankworth and Sons. The new management will specialize in meats and meat products.

Powell Bros., operating a meat market in Watsonville, Calif., have been incorporated under the name of the Pajaro Valley Meat Company. R. Marcum is now associated with the business.

J. W. Webster has opened a meat market in Sheridan, Ark.

Thomason & Stinchagen are now proprietors of the City Meat Market in Anselmo, Nebr.

The Lamb Grocery and Market in La Junta, Colo., formerly owned by John N. Lamb, has been sold to E. A. Marsh and B. F. Stauffer.

Theodore Befenkamp, Rock Rapids, Ia., has sold his meat market to Edward Hill.

Hirmer Brothers have purchased the meat market of E. A. Ross in Fairmont, Minn.

William Larson will open a meat market in Viking, Minn.

Pfeifers meat market, Linton, N. D., was recently damaged by fire.

Elmer Lang, Henry Laux and Alfred Hoffman, Clintonville, Wis., have purchased the Kemmer Meat Market.

The Peoples Meat Market has been opened at 1015 Packard avenue, Cudahy, Wis.

The City Meat Market, Highland, Wis., was recently damaged by fire.

Henry Balzar, Johnson Creek, Wis., has sold his meat market to Anton Ebenfeldt.

C. E. Marburger will open a meat market at Mosinee, Wis.

John G. Weber will open a meat market and grocery at 1501 Milwaukee avenue, Racine, Wis.

Glen H. Stinson is opening a meat market in the Royal Hotel building, Buffalo, Okla.

L. E. Thompson has purchased the Marietta Market from John Gilmer, Marietta, Okla.

G. E. Krester has purchased the City Meat Market, Liberal, Kans.

Ed. F. Miller has opened the Baby Beef Meat Market, 1048 Hawthorne avenue, Portland, Ore.

George Fischer has been succeeded in the meat business, McMinnville, Ore., by A. W. King.

John Wooster has purchased the market of the Pendleton Packing Co., Umatilla, Ore.

Whenever anything goes wrong with your cooler, Mr. Retailer, tell your troubles to Retail Editor, THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago.



ATTRACTIVE WINDOW DISPLAY IS DEALER'S BEST ADVERTISEMENT.

The meat dealer who puts a well-balanced, pleasing display in the window of his store, changes it frequently and lights it well, is more than repaid by the increased business he gets as a result.

This picture shows a good window in a Chicago shop. While the feature of this display is the "Anniversary Sale," yet the window could, with but slight changes, be adapted to an Easter display. Photo taken especially for THE NATIONAL PROVISIONER by Armour and Company's window dressing department.

### IMITATION MEATS

For window and counter display

Fresh  
and  
Smoked  
Meats  
Cheese  
Butter  
etc.



Perfect  
in  
every  
detail.  
Write  
for  
display  
circular

REPRODUCTIONS CO.

29 W. 17th St.

New York, N. Y.



# New York Section

## Among Retail Meat Dealers

A number of interesting subjects came up for discussion at the regular meeting of Ye Olde New York Branch, National Association of Retail Meat Dealers, Inc., held Tuesday evening, April 5th, among which was a discussion of the confusing statements made in radio talks at local stations relative to price on poultry. The general opinion was that some step should be taken to see that these quotations should conform more accurately with market conditions.

Fourteen new members were proposed and elected to membership at this meeting. The membership of the branch is growing rapidly since the organization engaged a full time solicitor who is diligently plugging Manhattan for new members.

An interesting discussion also followed the announcement of an increased interest on the part of the retailers of the city in bringing about an earlier closing hour for Saturday evenings. It was decided that this interest should be aroused among all the retailers if possible. A questionnaire is to be sent out to get opinions on what the general closing hour should be and to get the attitude of the local dealers on the step taken to bring about better hours.

It was also agreed that a letter should be forwarded to Henry Ford congratulating him upon the fair stand he took in discontinuing his method of selling from his food stores to the public.

The proposed plan of organizing an industrial bank among local retailers was discussed in full and the tentative plans for furthering this organization were outlined. A very favorable discussion followed and when the question was asked as to who would be willing to subscribe toward the first investment necessary toward organizing such a company, it was met with hearty response to the extent that some fifty thousand dollars was subscribed in a very few minutes.

A plan for broadcasting posters gotten up for the purpose of pushing the consumption of poultry as a seasonal food for Easter week was approved and the committee appointed for this purpose was ordered to proceed with the printing of these posters and their distribution among retail meat dealers of the city.

A delegation from the Brooklyn Branch attended the meeting of the South Brooklyn Branch of the New York State Association of Retail Meat Dealers, Inc., which was held on Tuesday evening of this week. These included President John Hildemann, William Helling, Herbert Hertzog and A. Haines. Tentative plans for the establishment of a fire fund for the benefit of the Brooklyn and South Brooklyn Branches were formulated. The decision to form such a fund is due to the success of the plate glass and other funds functioning at the present time.

Another subject reported upon was the combined outing of these two branches which will be held during the summer. The idea at present is to have an outing on July 17th on Long Island.

The Bronx Butchers' Bowling Club held a party in one of the large bowling alleys in the Bronx recently, with games and refreshments a big feature. The members of this club are getting very proficient and

rolled up some excellent scores at this event.

The Ladies' Auxiliary of the New York State Association of Retail Meat Dealers, Inc., will hold a regular business meeting at the Hotel McAlpin on Wednesday afternoon, April 13. State president George Kramer has accepted the invitation to install the officers for the year 1927.

Joseph Lehner, treasurer of the Brooklyn Branch, New York State Association of Retail Meat Dealers, Inc., is taking advantage of the Easter holidays to take another trip. This time he will be accompanied by his daughter, Marion, and the destination will be Flint, Mich. Mr. Lehner's son is prominent in the Michigan National Guard, with headquarters at Flint.

A special meeting of the board of directors of the New York State Association of Retail Meat Dealers, Inc., will be held on Monday evening, April 11, in the meeting rooms of Ye Olde New York Branch. The object of the meeting is to take further steps toward organizing the proposed industrial bank, which was discussed at the combined meeting recently.

F. Schmelzer, well known in the retail meat dealers association, has opened a shop at 85 West 165th Street. It is known as the Universal Market.

## NEW YORK NEWS NOTES.

A. H. Olton, of William Moland's Sons, Philadelphia, spent a few days in the city last week.

R. A. Rath, of the Rath Packing Company, Waterloo, Ia., was a visitor to the city this week.

A. E. Woolsey, of the produce department, Swift & Company, New York, is spending the week in Chicago.

E. J. McAdams, general office circuit manager of Armour and Company, Chicago, was in the city last week.

William Diesing, head of the beef department, Cudahy Packing Company, Omaha, was in the city for a few days.

J. S. McLean, secretary-treasurer of the Harris Abattoir Co., Ltd., Toronto, Canada, was in New York during the week.

Charles Lee, cattle buyer, and P. C. Smith, of the beef curing department, Swift & Company, Chicago, were in New York during the week.

H. O. Wetmore, manager of the branch house department, and W. E. Kimberlin, livestock buyer, Wilson & Company, Chicago, were visitors to the city this week.

E. A. Cudahy, Jr., president of Cudahy Packing Company, Chicago, with Mrs. Cudahy, spent several days in New York this week before sailing on the SS. Berengaria for a six weeks' trip abroad.

Benjamin Grunstein has considerably enlarged his cooler at 502 Ferry street, the formal opening of which took place on last Saturday. He is receiving the congratulations and best wishes of his friends in the trade.

B. Gissell, of Wilson & Company's South American plant, with Mrs. Gissell and Mr. and Mrs. John Grassell of Chicago, spent a few days in New York this week before sailing Saturday on the SS. Leviathan.

Among the visitors to Armour and Company during the week were President F. Edson White, Treasurer Philip L. Reed and Comptroller W. P. Hemphill, all of Chicago.

F. O. Wetmore, chairman of the board of directors of Wilson & Company, Chicago, with Mrs. Wetmore, returned from abroad on the SS. Berengaria last Saturday. After spending a few days in New York they returned to Chicago on Tuesday of this week.

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending April 2, 1927: Meat—Manhattan, 1,950 lbs. Fish—Manhattan, 5 lbs.; Bronx, 25 lbs.; total, 30 lbs. Poultry and Game—Bronx, 1 lb.

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending March 26, 1927: Meat—Brooklyn, 1,505 lbs.; Manhattan, 9,076 lbs.; total, 10,581 lbs. Fish—Bronx, 11 lbs. Poultry and game—Brooklyn, 600 lbs.

The Pleasant Ladies' Bowling Club of the Bronx held a most successful theatre party last Monday evening. Among those in the meat trade present were Mr. and Mrs. George Anselm, Mr. and Mrs. Frank P. Burck, Mr. and Mrs. A. DiMatteo, Mr. and Mrs. Charles Hembdt, Mr. and Mrs. Fred Hirsch, Mr. and Mrs. R. Schumacher, Mrs. A. Werner, Jr., Mr. and Mrs. Sam Gordon and Mr. and Mrs. Harry Steiner.

## SILZ OFFICERS ELECTED.

V. D. Skipworth was re-elected president and treasurer of the House of A. Silz, New York, at the annual meeting, held Friday, April 1, in the Silz Building, 414-418 West 14th street. Other officers elected were Samuel E. Wakeham, vice-president; Samuel Falk, secretary, and W. T. Grant, assistant treasurer and assistant secretary.

Directors elected were V. D. Skipworth, Samuel Falk, Benjamin Lissberger, David Leight, E. Allen, Josiah Macy, E. Boross and Charles T. Lark.

President Skipworth announced that it was the consensus of the meeting that the business be conducted as in the past.

## MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at the port of New York for the week ending April 2, 1927, are reported officially as follows:

Point of origin	Commodity	Amount.
Canada	Quarters of beef.....	12
Canada	Calf carcasses.....	697
Canada	Pork cuts.....	18,176 lbs.
Canada	Pork tenderloins.....	8,500 lbs.
Canada	Smoked meat.....	5,177 lbs.
Canada	Calf livers.....	966 lbs.
Canada	Beef tongues.....	3,760 lbs.
Canada	Frozen beef livers.....	18,546 lbs.
Canada	Beef livers.....	2,843 lbs.
Italy	Sausage.....	26,070 lbs.
Italy	Sausage and hams.....	1,800 lbs.
Germany	Sausage.....	2,170 lbs.
Germany	Cooked hams in tins.....	2,120 lbs.
Germany	Hams in tins.....	1,137 lbs.
Germany	Smoked pork.....	1,340 lbs.
Holland	Sausage in tins.....	794 lbs.
Holland	Sausage.....	2,464 lbs.
Switzerland	Bouillon cubes.....	857 lbs.
South America	Corned beef in tins.....	2,285 lbs.
South America	Dried beef.....	2,285 lbs.
South America	Beef extract.....	650 lbs.
Czecho-Slovakia	Smoked ham.....	237 lbs.
Czecho-Slovakia	Sausage in tins.....	1,145 lbs.
Czecho-Slovakia	Hams in tins.....	2,700 lbs.
England	Beef extract.....	5,000 lbs.
Ireland	Smoked pork.....	1,000 lbs.

**EFFECTIVE BOOSTING OF MEAT.**

An interesting and attractive window poster boosting meat was recently issued by Ye Olde New York Branch, New York Association of Retail Meat Dealers.

A picture showing Gertrude Ederle, the first woman to swim the English Channel, in the act of cutting off a thick steak in the beef cooler of Swift & Company in Chicago is the feature of the poster. The picture is similar to one published a few weeks ago in THE NATIONAL PROVISIONER.

Above the picture are the words, "Eat More Meat," and on one side, "Vim, Vigor, Vitality." A square meal based upon meat fits a man to hold his own. "Trudy eats meat three times a day."

The other side says, "Meat for Health." "So far as known, taking meat even in large excess is not harmful," Dr. Graham Lusk, professor of physiology, Cornell University Medical College in 'Food in War Time.' The caption under the picture says, "Trudy cuts her own steak."

For Sausage Makers

**BELL'S**  
Patent Parchment Lined  
**SAUSAGE**  
**BAGS**  
and  
**SAUSAGE**  
**SEASONINGS**

For Samples and Prices, write

**THE WM. G. BELL CO.**  
**BOSTON MASS.**

# GRAHAM BROTHERS TRUCKS

SOLD BY DODGE BROTHERS  
DEALERS EVERYWHERE

## 20 Mule Team Borax

Antiseptic

Cleansing

Deodorizing

Use 20 MULE TEAM BORAX when any cleansing is to be done. It softens water. It cleans thoroughly. It inhibits the growth of the bacteria of decomposition, and leaves things sweet and wholesome. It is especially good when washing anything that comes in contact with meat, because it is harmless.

## PACIFIC COAST BORAX COMPANY

Chicago

100 William St.,  
NEW YORK

Wilmington, Cal.



Eliminate possible dirt, rust and grease marks in shipping your

### Beef Hindquarters

by using our Stockinette coverings. Made in any desired size.

Details and prices furnished upon request

**FRED C. CAHN**

305 W. Adams St., CHICAGO

Selling Agent,

The Adler Underwear & Hosiery Mfg. Co.

## F. C. ROGERS

BROKER

### Provisions

Philadelphia Office:  
Ninth & Noble Streets

New York Office:  
New York Produce Exchange



Cross, Roy,  
Eberhart & Harris

Postal Telegraph Bldg., Chicago

### Commission Merchants

Provisions Grain Cotton  
MEMBERS  
Minneapolis Chamber of Commerce  
Chicago Board of Trade Winnipeg Grain Exchange  
New York Produce Exchange Duluth Board of Trade

Owners and Operators of  
White City Provision Co.

A modern curing and storage warehouse

## John H. Burns

BROKER

### Packing House Products

Export Domestic

407 Produce Exchange  
NEW YORK CITY

Member New York Produce Exchange

Cable Address: "Jonburns"  
Codes: Cross, Kelly, Utility (Livestock  
Ed.), Lieber's (6th Ed.)

## ARTHUR DYER

BROKER

318-320 Produce Exchange  
New York, N. Y.

Specialties: All packing house products; all canned goods.  
Codes: Armby's Cross.  
Territory Covered: New York City and adjacent.  
References: Anyone and everyone who knows me; Bank of America.  
Established twenty-one years and, like Johnnie Walker, still going strong. On the base for more business of the straight, clean-hitting style. No curves or spit balls or anything of that sort.

## Fred B. Carter

BROKER

### Packing House Products

24 So. Delaware Ave.  
Philadelphia, Penna.



# NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers, bulk	\$11.00@11.20
Cows, cutters	8.00@ 5.00
Bulls	7.00@ 7.50

## LIVE CALVES.

Calves, bulk	\$13.00@15.50
Calves, culls, per 100 lbs.	6.00@ 8.00

## LIVE SHEEP AND LAMBS.

Lambs, top	@17.00
Lambs, bulk	16.40@ 16.50

## LIVE HOGS.

Hogs, heavy	\$11.80@11.90
Hogs, medium	12.50@12.80
Hogs, 160 lbs.	12.50@12.60
Hogs, 140 lbs.	12.75@12.85
Pigs, under 60 lbs.	12.65@12.90
Good pigs	@12.90
Boughts	10.00@10.30
Good Boughts	@10.50

## DRESSED HOGS.

Hogs, heavy	19 @10 1/4
Hogs, 180 lbs.	@20
Hogs, 160 lbs.	@20 1/4
Pigs, 60 lbs.	@20 1/4
Pigs, under 140 lbs.	@20 1/4

## DRESSED BEEF.

### CITY DRESSED.

Choice, native heavy	18 1/2 @20
Choice, native light	19 @21
Native, common to fair	17 @18

### WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	18 @19
Native choice yearlings, 400@600 lbs.	18 @20
Western steers, 600@800 lbs.	16 @17
Texas steers, 400@600 lbs.	15 @16
Good to choice heifers	17 @18
Good to choice cows	13 @14
Common to fair cows	11 @12
Fresh bologna bulls	11 @12

## BEEF CUTS.

	Western.	City.
No. 1 ribs	22 @23	26 @28
No. 2 ribs	18 @20	23 @25
No. 3 ribs	@16	18 @22
No. 1 loins	29 @30	33 @35
No. 2 loins	25 @27	27 @30
No. 3 loins	22 @24	23 @25
No. 1 hinds and ribs	19 @21	24 @27
No. 2 hinds and ribs	17 @18	21 1/2 @23 1/2
No. 3 hinds and ribs	14 @15	19 @21
No. 1 rounds	@16	16 @17
No. 2 rounds	@15	14 1/2 @15
No. 3 rounds	@14	14 @15
No. 1 chucks	15 @16	15 @16
No. 2 chucks	13 @14	14 @15
No. 3 chucks	@11	13 @13
Bolognas	@ 6	13 @14
Bolla, reg., 6@8 lbs. avg.	22 @23	23 @24
Bolla, reg., 4@6 lbs. avg.	17 @18	17 @18
Tenderloins, 4@6 lbs. avg.	60 @70	60 @70
Tenderloins, 5@6 lbs. avg.	80 @90	80 @90
Shoulder clods	10 @11	10 @11

## DRESSED CALVES.

Prime	24 @26
Choice	20 @23
Good	19 @20
Medium	17 @19

## DRESSED SHEEP AND LAMBS.

Lamb, choice, spring	35 @37
Good lambs	30 @32
Lambs, poor grade	26 @28
Sheep, choice	18 @20
Sheep, medium to good	17 @18
Sheep, culls	8 @10

## SMOKED MEATS.

Hams, 8@10 lbs. avg.	26 @27
Hams, 10@12 lbs. avg.	25 @26
Hams, 12@14 lbs. avg.	24 1/2 @25 1/2
Picnics, 4@6 lbs. avg.	17 1/2 @18 1/2
Picnics, 6@8 lbs. avg.	17 @17 1/2
Rollates, 8@8 lbs. avg.	18 1/2 @19
Beef tongue, light	25 @27
Beef tongue, heavy	28 @30
Bacon, boneless, Western	28 @29
Bacon, boneless, city	24 @25
Pickled bellies, 8@10 lbs. avg.	20 @20 1/4

## FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs. avg.	23 @24
Pork tenderloins, fresh	50 @52
Pork tenderloins, frozen	35 @40
Shoulders, city, 10@12 lbs. avg.	19 @20
Shoulders, Western, 10@12 lbs. avg.	17 @18
Butts, boneless, Western	25 @26
Butts, regular	21 @22
Hams, Western, fresh, 10@12 lbs. avg.	26 @27
Hams, city, fresh, 6@10 lbs. avg.	28 @29
Picnic hams, Western, fresh, 6@8 lbs. avg.	16 @17
Pork trimmings, extra lean	20 @21
Pork trimmings, regular 50% lean	12 @13
Spare ribs, fresh	15 @16
Leaf lard, raw	14 @15

## BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs. per 100 pcs.	95.00@100.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pcs.	@ 75.00
Black hooft, per ton	45.00@ 50.00
Striped hooft, per ton	45.00@ 50.00
White hooft, per ton	@ 85.00
Thigh bones, avg. 85 to 90 lbs., per 100 pieces	@100.00
Horns, avg. 7 1/2 oz. and over, No. 1s.	300.00@325.00
Horns, avg. 7 1/2 oz. and over, No. 2s.	250.00@275.00
Horns, avg. 7 1/2 oz. and over, No. 3s.	200.00@225.00

## FANCY MEATS.

Fresh steer tongues, untrimmed	@28c	a pound
Fresh steer tongues, l. c. trim'd	@38c	a pound
Sweetbreads, beef	@65c	a pound
Sweetbreads, veal	@1.00	a pair
Beef kidneys	@15c	a pound
Mutton kidneys	@ 8c	each
Livers, beef	@25c	a pound
Oxtails	@18c	a pound
Beef hanging tenders	@24c	a pound
Lamb fries	@10c	a pair

## BUTCHERS' FAT.

Shop fat	@ 2 1/2
Breast fat	@ 4
Edible suet	@ 5
Cond. suet	@ 4 1/2
Bones	@20

## SPICES.

	Whole.	Ground.
Allspice	10 1/2 @23 1/2	22 1/2
Cinnamon	17 @20	20
Cloves	21 @26	26
Coriander	10 @13	13
Ginger	15 @18	18
Mace	1.15 @1.25	1.25
Nutmeg	45 @45	45
Pepper, black	26 @29	29
Pepper, Cayenne	25 @31	31
Pepper, red	28 @28	28
Pepper, white	43 @46	46

## GREEN CALFSKINS.

	5-9 1/2-12 1/2	12 1/2-14	14-18	18 up
Prime No. 1 Veals	1.18	2.05	2.45	3.40
Prime No. 2 Veals	1.18	1.85	2.20	3.15
Buttermilk No. 1	1.15	1.70	2.10	2.30
Buttermilk No. 2	1.13	1.50	1.85	2.05
Branded Grubby	1.10	1.10	1.45	1.95
Number 3				At Value

## CURING MATERIALS.

In lots of less than 25 bbls.:	Bbls. per lb.
Double refined saltpetre, granulated	6 1/2c @6 1/2c
Double refined saltpetre, small crystal	7 1/2c @7 1/2c
Double refined large crystal saltpetre	8 1/2c @8 1/2c
Double refined nitrate soda, granulated	4 1/2c @4c
In 25 barrel lots	
Double refined saltpetre, granulated	6 1/2c @6c
Double refined saltpetre, small crystal	7 1/2c @7c
Double refined saltpetre, large crystal	8 1/2c @8c
Double refined nitrate soda, granulated	4c @3 1/2c
Carload lots:	
Double refined saltpetre, granulated	6c @5 1/2c
Double refined nitrate soda, granulated	3 1/2c @3 1/2c

## DRESSED POULTRY.

### FRESH KILLED.

Chickens—fresh—dry packed—12 to box—fair to good:	
Western, 60 to 65 lbs. to dozen, lb.	29 @31
Western, 48 to 54 lbs. to dozen, lb.	29 @31
Western, 43 to 47 lbs. to dozen, lb.	28 @30
Western, 38 to 42 lbs. to dozen, lb.	26 @28
Western, 31 to 35 lbs. to dozen, lb.	24 @26
Chickens—fresh—dry pkd.—prime to fry—12 to box:	
Western, 60 to 65 lbs. to dozen, lb.	32 @33
Western, 48 to 54 lbs. to dozen, lb.	32 @33

Western, 42 to 47 lbs. to dozen, lb.	31 @32
Western, 36 to 42 lbs. to dozen, lb.	29 @30
Western, 31 to 35 lbs. to dozen, lb.	27 @28

Fowls—frozen—dry packed—prime to fry—12 to box:	
Western, 60 to 65 lbs., lb.	31 @32
Western, 55 to 59 lbs., lb.	31 @32
Western, 43 to 47 lbs., lb.	29 @31
Western, 30 to 35 lbs., lb.	25 @27

Ducks—	
Long Island, No. 1 bbls.	32 @34

Squabs—	
White, 11 to 12 lbs. to dozen, per lb.	@65
Prime, dark, per dozen	3.50@4.50

## LIVE POULTRY.

Fowls, colored, per lb., via express	@31
Geese, swan, via freight or express	@11
Turkeys, via express	35 @40
Pigeons, per pair, via freight or express	@55
Guineas, per pair, via freight or express	@80

## BUTTER.

Creamery, extras (92 score)	@50 1/2
Creamery, firsts (90 to 91 score)	@50 1/2
Creamery, seconds	48 @49
Creamery, lower grades	47 @47 1/2

## EGGS.

Extras, per dozen	27 1/2 @28
Extra firsts	26 @26 1/2
Firsts	24 @25
Checks	22 @23

## FERTILIZER MATERIALS.

### BASIS NEW YORK DELIVERY.

Ammoniates.	
Ammonium sulphate, bulk, delivered per 100 lbs.	@ 2.45
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York	@ 2.45
Blood, dried, 15-16% per unit	@ 4.40
Fish scrap, dried 11% ammonia, 10% B. P. L.	nominal
Fish guano, foreign 15@14% ammonia, 10% B. P. L.	4.10@ 4.10c
Fish scrap, acidulated, 6% ammonia, 5% A. P. A., f.o.b. fish factory	nominal
Soda Nitrate, in bags, 100 lbs. spot	@ 2.64
Tankage, ground, 10% ammonia, 15% B. P. L. bulk	4.25@ 4.25c
Tankage, unground, 9@10% ammonia	3.65@ 3.65c

### Phosphates.

Bone meal, steamed, 3 and 50 bags, per ton	@31.00
Bone meal, raw 4 1/2 and 50 bags, per ton	@38.00
Acid phosphate, bulk, f.o.b. Baltimore, per ton, 16% flat	@ 9.00

### Potash.

Manure salt, 20% bulk, per ton	@11.70
Kalnit, 12.4% bulk, per ton	@ 9.00
Muriate in bags, basis 80%, per ton	@34.00
Sulphate in bags, basis 90%, per ton	@43.00

### Beef.

Cracklings, 50% unground	@1.17 1/2
Cracklings, 90% unground	@1.25
Meat Scraps, Ground.	
50%	@05.00
55%	@70.00

## BUTTER AT FOUR MARKETS.

Wholesale prices for 92 score butter at Chicago, New York, Boston and Philadelphia for the week ending March 31, 1927:

	March	25	26	28	29	30	31
Chicago	49 1/2	49 1/2	50 1/2	50 1/2	51	50	50
New York	51 1/2	51 1/2	52 1/2	52 1/2	53 1/2	53 1/2	53 1/2
Boston	51 1/2	52	52	53	53	53	53
Philadelphia	52	52	53	54	54 1/2	54 1/2	54 1/2

Wholesale prices of carlots—fresh centralized butter—90 score at Chicago.

Receipts of butter by cities (tubs):

	This week.	Last week.	Last year.	—Since Jan. 1—1927.
Chicago	37,016	32,568	31,808	641,428
New York	44,538	47,250	40,873	762,095
Boston	15,250	13,788	11,450	229,753
Philadelphia	12,264	11,639	14,499	244,427

Total 100,068 106,241 86,110 1,878,301 1,930,558

Cold storage movement (lbs.):

	In Mar. 31.	Out Mar. 31.	On hand April 1.	Same week day last year.
Chicago	18,917	273,567	3,065,135	3,065,135
New York	129,015	111,292	708,530	5,759,510
Boston	270	8,487	225,894	1,849,717
Philadelphia	1,640	128,395	601,017	601,017
Total	129,285	140,236	1,363,356	9,306,479



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